

REPORT OF NATIONAL HAY CONVENTION IN THIS ISSUE

THE AMERICAN ELEVATOR AND GRAIN TRADE



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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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VOL. XXXIV.

CHICAGO, ILLINOIS, JULY 15, 1915.

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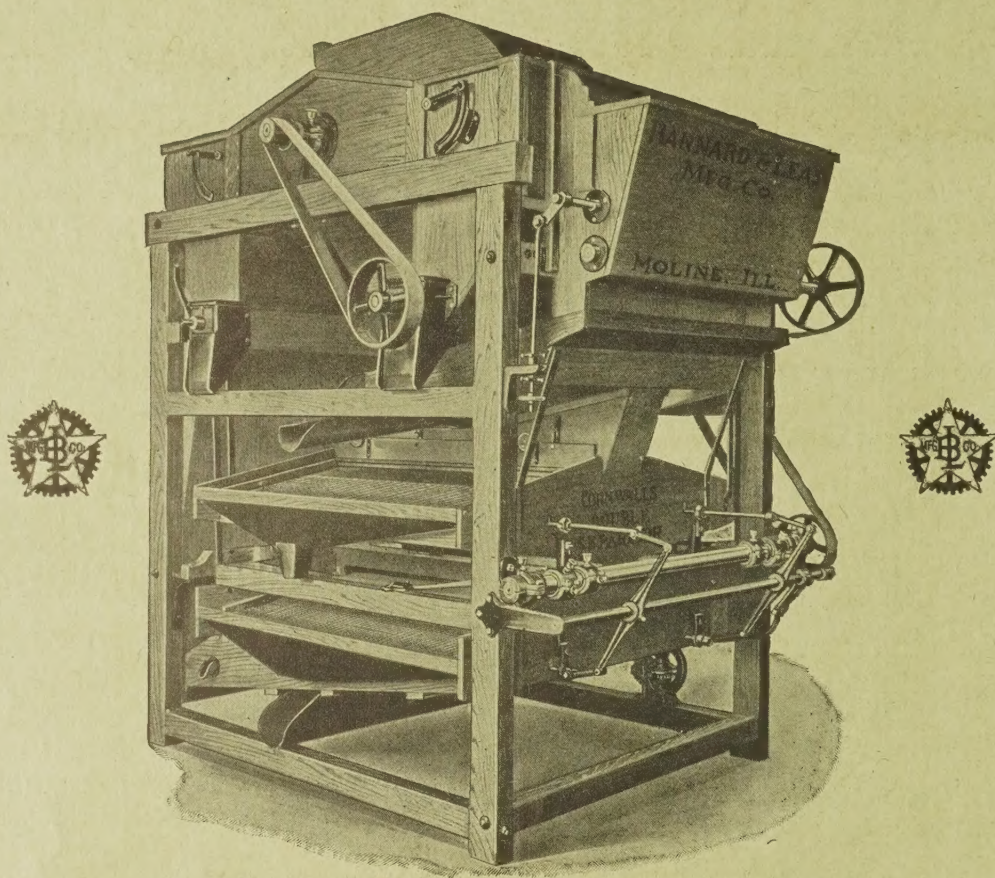
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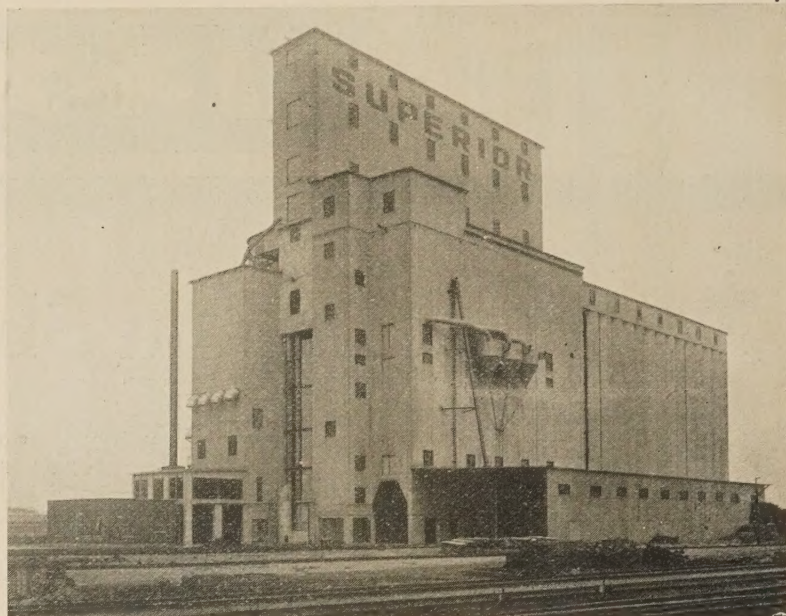
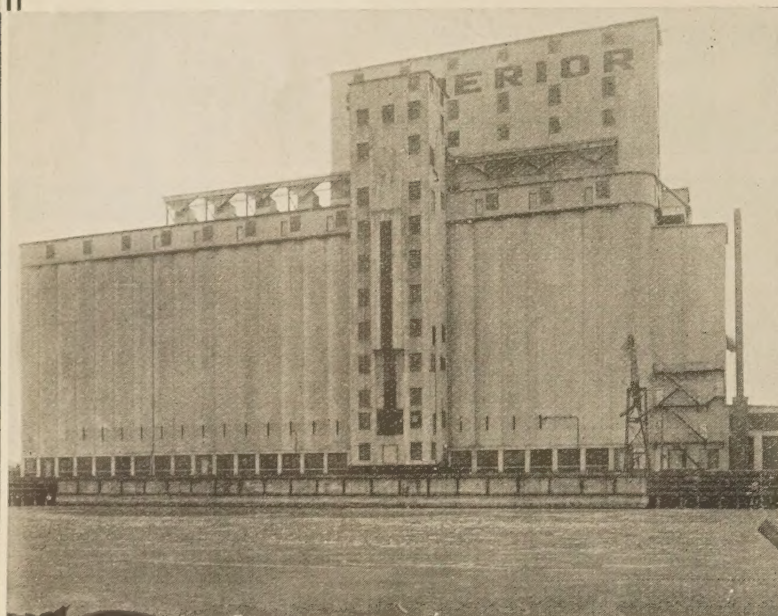
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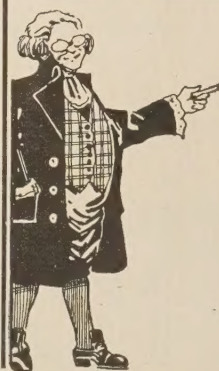
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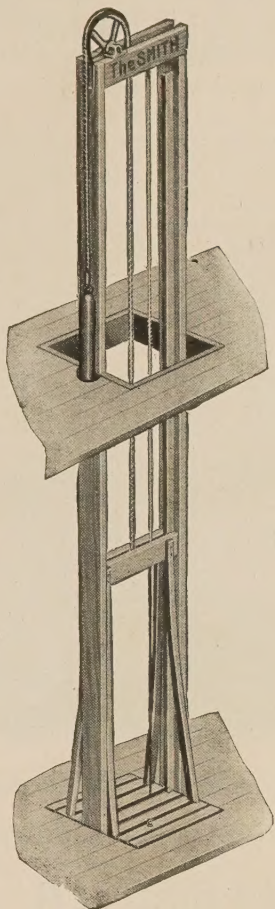
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A Smith Safety Man-Lift

Buy Your Elevator Equipment on the Basis of Dollar for Dollar Value and Judge Your Purchases by the Service They Give

We offer you the Sidney line of elevator equipment, which includes a full line of Receiving Separators, Corn and Grain Cleaners, Corn Shellers, Man=Lifts, Wagon Dumps, Elevator Boots and Heads, Loading Spouts and Power Transmission Machinery, with the absolute assurance that year in and year out, under all conditions, it will prove the most reliable, dependable and economical equipment on the market today, guaranteeing you

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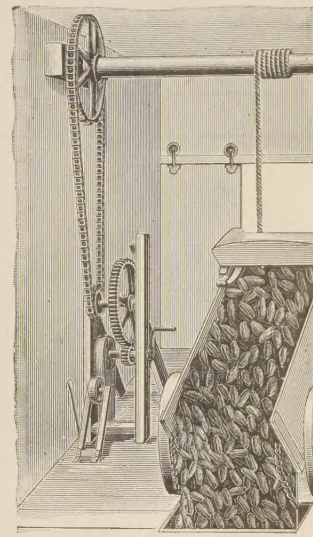
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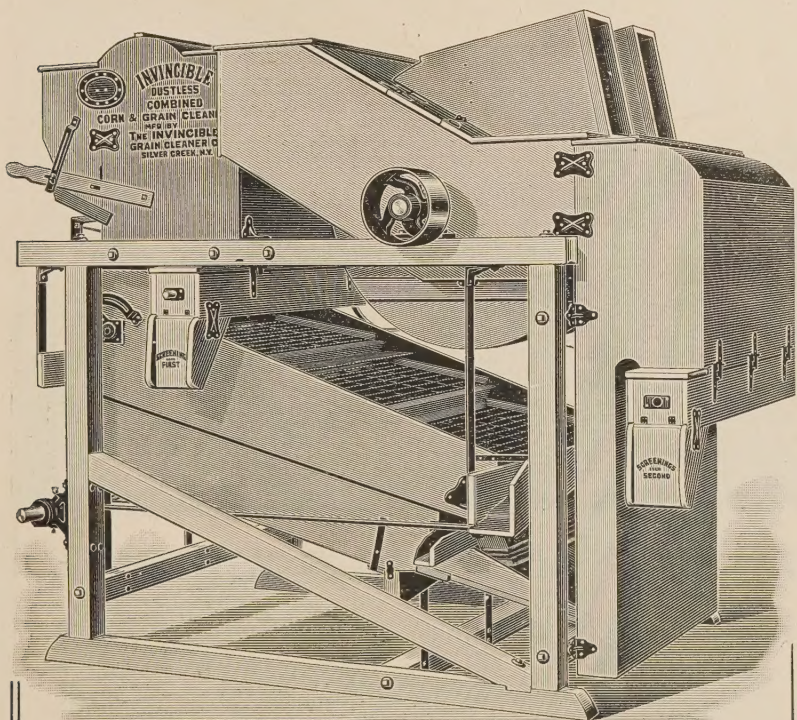
These two devices are real time and money savers and no up-to-date elevator is complete without them. Write for prices and further information, also for our catalogue covering the complete Sidney line, with endorsements and unsolicited comments by Sidney operators. A postal will do.

The Philip Smith Mfg. Co.
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A Smith Improved Overhead Wagon Dump



The Great Double Duty Cleaner

Why waste space and time with single duty machines when the

INVINCIBLE COMBINED CORN AND GRAIN CLEANER

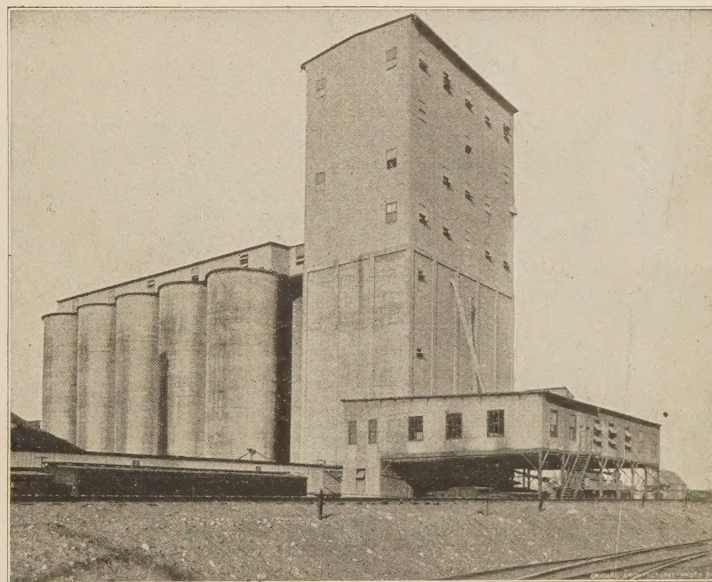
contains two sets of screens always in place, which can be used alternately? Adjusting a valve throws the stream from one to the other. Cleans corn and wheat—or any other two grains for which screens are provided.

No unused screens lying around to waste space or get broken.

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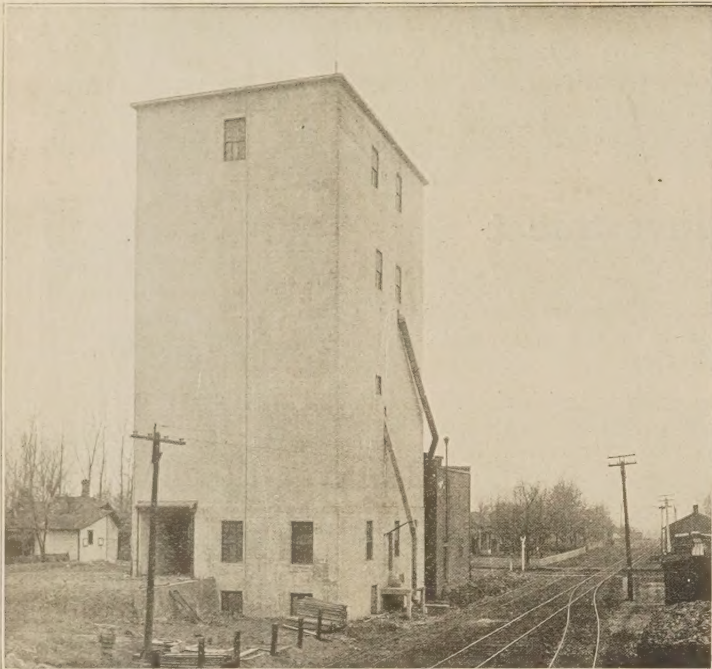
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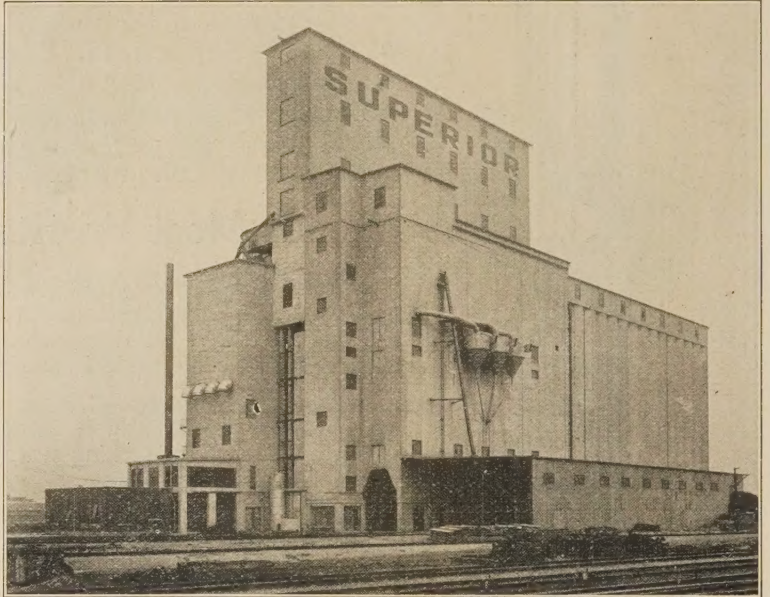


Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co. at Wingate, Ind. Capacity 60,000 Bushels.

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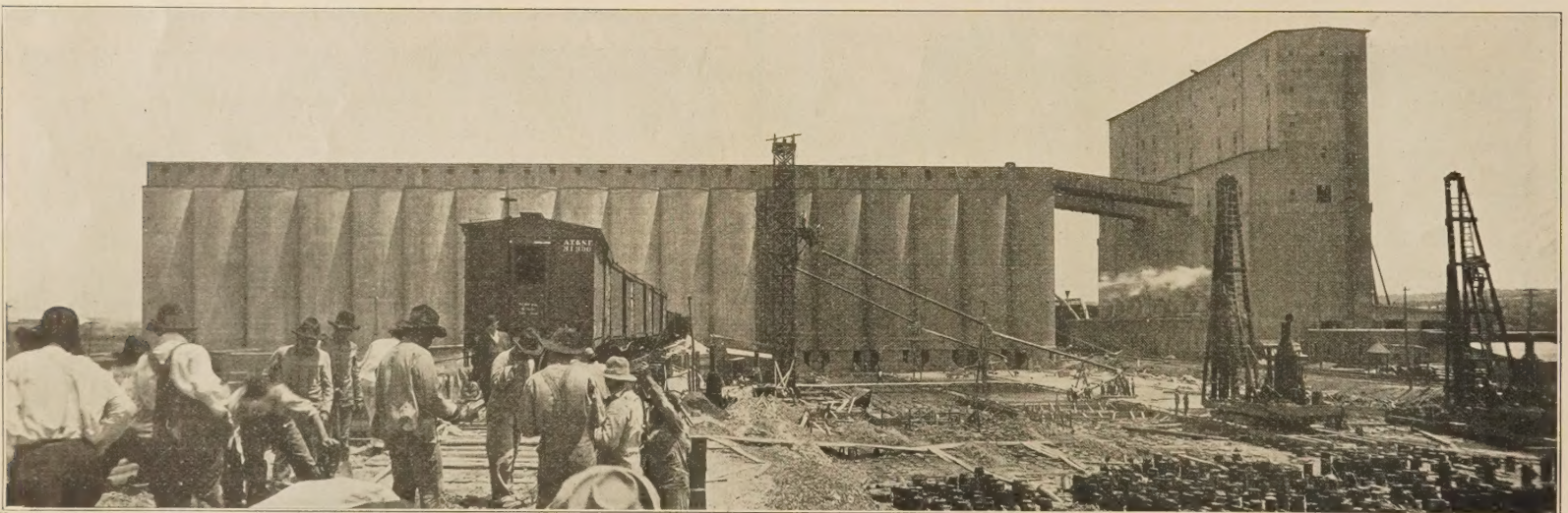
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Total Capacity	6,000,000 Bushels	

Good Engineering Designs for Both Present and Future

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GRAIN ELEVATOR ENGINEERS

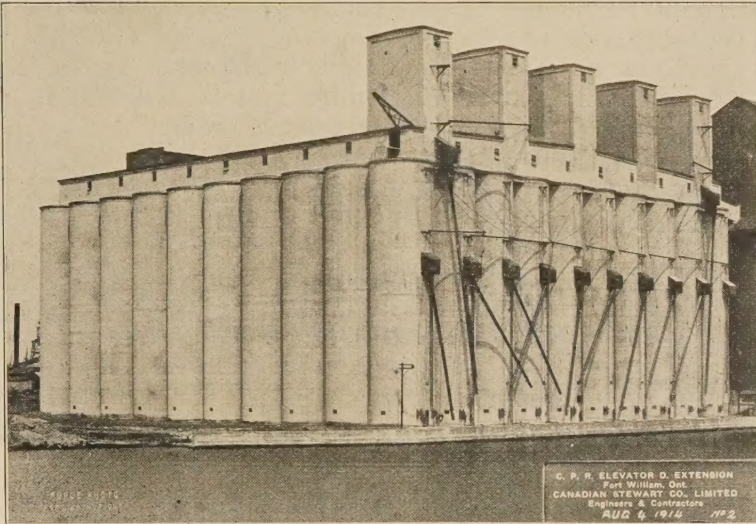
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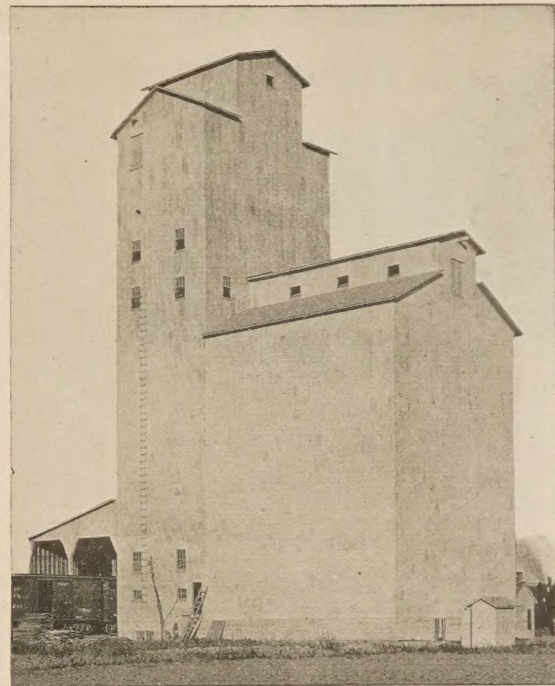
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We Build Elevators, any type of construction in any part of the world.
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There's no possible chance for confusion and misunderstanding about

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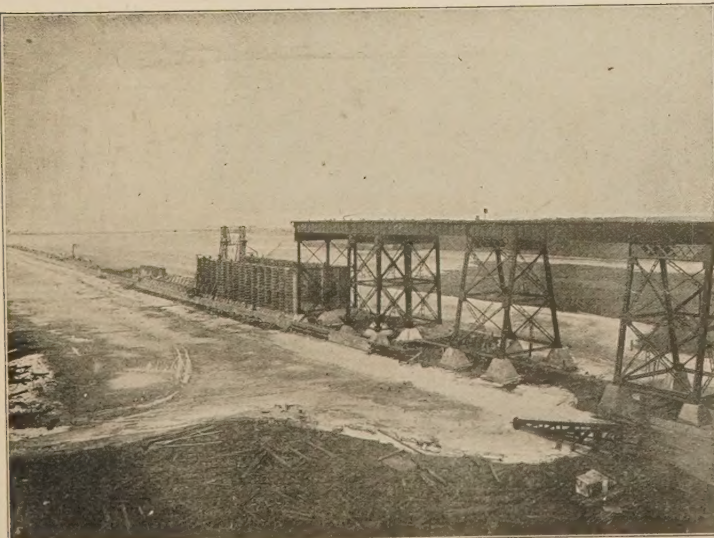
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Reinforced Concrete and Steel Ore Dock under construction at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

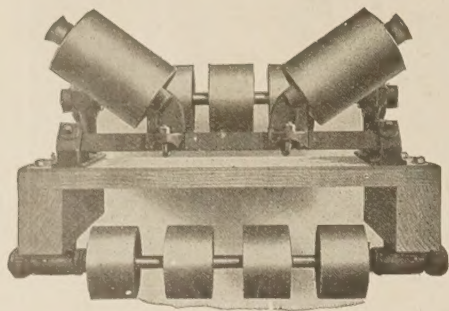
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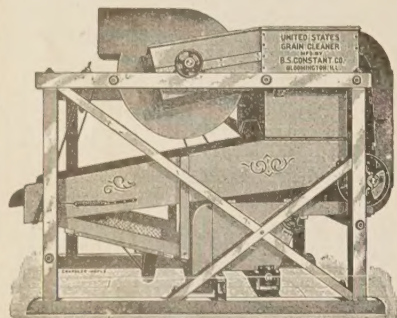
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Carries all kinds of grain and mill products in package or bulk. Gradual, uniform curve of belt secured without complicated parts. Bearings thoroughly lubricated and have adjustment for taking up wear. Tripper substantial and reliable. Entire system economical and satisfactory—nothing to get out of order.

We manufacture a complete line of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for supplies. Send for Catalog 38.

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is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.
Long life machine.
Ring or Chain Oiling Bearings.
Balanced Eccentric.
Five Separations and
All the Corn Saved.

The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.
Easiest and safest.
Adjustable Brakes
which we guarantee.

State distance between floors and get our
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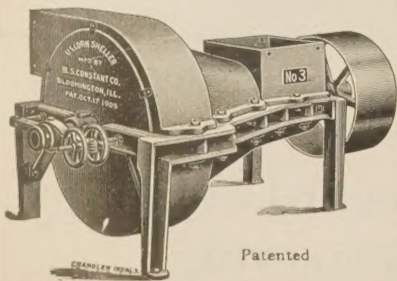
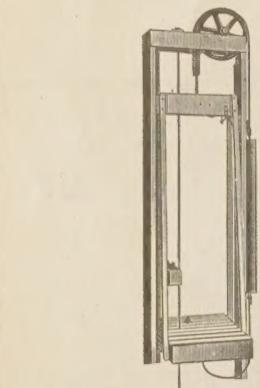
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Fan Discharge, over or under, right or left hand.

Iron or Wood Frame.
No Lower Hoppering.
Cheapest Installed.
Quickest and Cheapest Repaired of any Sheller on the market.

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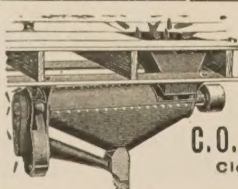
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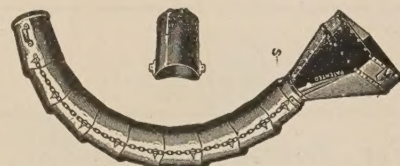
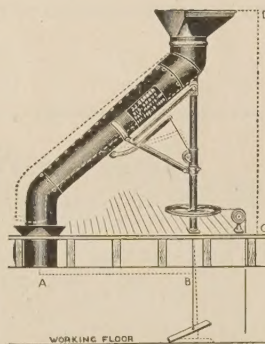
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IMPROVED DISTRIBUTING SPOUTS

will absolutely prevent the mixing of grain. The best of material and workmanship have given them a world-wide reputation.

Don't accept those "almost as good." For satisfaction, get the genuine, made by

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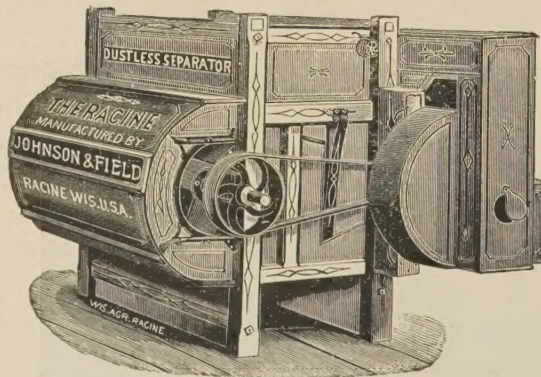


THE LATEST GERBER SPOUTING Has No Equal

The Patent Flexible Chain Telescope Car Loading Spout is the best, yet cheapest, as it will outwear two ordinary flexible spouts. Made of special metal. Every spout guaranteed as represented.

THE RACINE DUSTLESS SEPARATOR

Will always clean and grade your grain or seeds in a more perfect condition than can be done with a machine that has only suction. The Racine has both and that is the reason for its popularity with grain and seed men.



Write for information and prices about the finest line of warehouse mills, with and without elevator and baggers for hand or power use, made in the world.

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GRAIN AND COAL

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By W. G. JOHNSON

Contains full directions for Fumigating Mills and Elevators.

313 Pages

Price \$1

Mitchell Brothers Publishing Co.,

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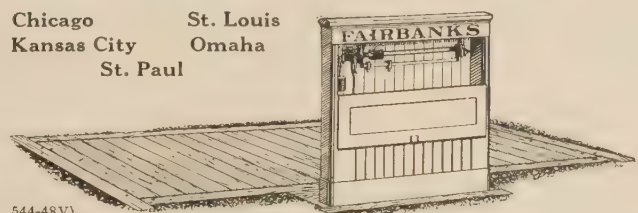
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"Confidence is placed as a matter of course in the elevator man who has a scale of acknowledged reliability. Farmers will drive miles with their grain to have it weighed over a scale which they know gives correct weights. A reputation for accurate weights is the biggest kind of an asset to the man who must have the trade of farmers in his community. And that isn't all—an accurate scale is an absolute necessity for his own protection. Fairbanks Scales are the accepted standard of weight in every locality. Over eighty years of scale building have produced scales that combine every practical refinement to assure highest weighing service."

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Fairbanks, Morse & Co.

Chicago St. Louis
Kansas City Omaha
St. Paul



544-48V)

Records like these tell just what your Conveyor Belts are costing you in service

GOODRICH CONVEYOR BELT RECORD CARD		
COMPANY—	LOCATION	
PLANT	CONVEYOR	
WIDTH BELT	MATERIAL	
LENGTH BELT	MAKE	
NO. OF PULS	W. OR DIA	
TYP COVER	AGE	
HAKE COVER	AGE	
FOUNDED BY	TYPE	
ENGINEER	CONVEYOR	
MANUFACTURED	NO. OF PULS	
PRICE	AGE	
PRICE PER FOOT	AGE	
DATE RECEIVED	TYPE	
DATE RETURN	CONVEYOR	
DATE TAKEN OFF	AGE	
LENGTH OF SERVICE	AGE	
COST BELT	AGE	
REPAIRS—LABOR	AGE	
MATERIAL	AGE	
TOTAL COST	AGE	
TOTAL TONS HANDLED	AGE	
COST PER TON	AGE	

Numerous inquiries regarding service costs indicate that a well arranged record card would be of real service to the user of Conveyor and Elevator Belting

Ask The B. F. Goodrich Company, Akron, Ohio, for Goodrich Conveyor Belt Record Cards or get them at any branch office. There are no obligations.

Cold, hard, cost-per-ton figures show up the wonderful "hang on" long-life performance of

Goodrich Conveyor Belts

It matters not what make you have used in the past, keep the record and you will know what belt to use in the future.

Write today. Our service department will gladly give you information based on forty-six years of experience that will help cut down tonnage costs.

Belting Packing Tiling Pump Valves Footwear Hose Matting, etc. are part of our complete line of rubber goods.

Factories: Akron, Ohio The B. F. Goodrich Co. Branches in All Principal Cities

Clyde, Kans., June 5, 1915.

Gentlemen:

It has been over a year since we installed our 1500 bushel "Eureka" Cleaner and it has been giving us satisfactory service.

The cleaner will readily take care of the volume of grain stated and it does excellent work in the way of separating. In fact we were surprised to see the fine work it did.

Yours sincerely,

CLYDE MILLING & ELEVATOR CO.

Independence, Kans., June 3, 1915.

Gentlemen:

Answering your favor of June 1st. Have been using one of your "EUREKA" Side-Shake Receiving Separators for the last two seasons and find it a splendid machine. It has large capacity and does thorough work for the area of space required. Are glad to recommend the machine.

Yours truly,

BOWEN MILLING COMPANY.

Hutchinson, Kans., June 5, 1915.

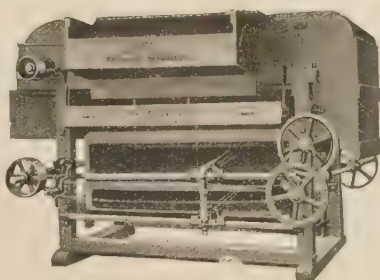
Gentlemen:

Your letter of June 3d. We have been using the "Eureka" Side-Shake Receiving Separator about thirty days. So far we find it satisfactory.

Yours truly,

THE HUTCHINSON FLOUR MILLS CO.

The Eureka is Always Found IN GOOD COMPANY



This new machine is a distinctly high grade proposition

McPherson, Kans., June 5, 1915.

Gentlemen:

Please allow us to congratulate your house on the work of your Side-Shake Cleaner. It does just a little more cleaning at one operation than all of our other machines put together.

Yours truly,

COLBURN BROTHERS COMPANY.

St. Marys Mo., June 5, 1915.

Gentlemen:

Replying to your favor of the 2d inst., the "Eureka" Side-Shake Receiving Separator that we installed last year is giving the very best satisfaction. We have no trouble regulating the air current in the several separating chambers, and this with various other devices on the machine makes it all that is to be desired for cleaning wheat.

Yours very truly,

ST. MARYS MILL COMPANY.

Springfield, Mo., June 5, 1915.

Gentlemen:

We have had your 2,000 bushel "Eureka" Side-Shake Receiving Separator in use eighteen months. We are highly pleased with the perfect separation it is making and the little power required. We could ask for nothing better in a Receiving Separator.

Yours truly,

EISENMAYER MILLING COMPANY.

REPRESENTATIVES:

J. Q. Smythe, 1034 W. 32d St., Indianapolis, Ind.

F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.

E. A. Pynch, 311 3d Ave. S., Minneapolis, Minn.



THE S. HOWES COMPANY
SILVER CREEK, N.Y.



REPRESENTATIVES:

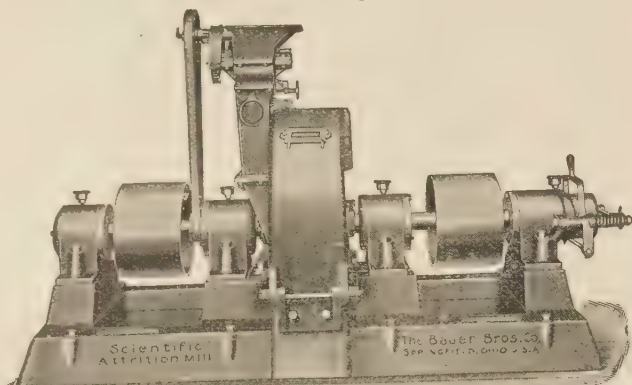
Wm. Watson, 703 Western Union Bldg., Chicago

Geo. S. Boss, Jefferson Hotel, Toledo, Ohio

W. M. Mentz, Sinks Grove, W. Va.

AN EXCLUSIVE "SCIENTIFIC" BALL BEARING ATTRITION MILL

Not an ordinary mill into which have been placed ball bearings, but a machine especially designed on a correct principle. It is built in our model factory by the most experienced designers and skilled mechanics from the very best material procurable.



A "SCIENTIFIC" Ball Bearing Attrition Mill in grain elevator or mill is a dividend producing investment. No matter what feed mill you have in mind buying, you should get our BULLETIN F. It contains much valuable information on "Scientific" Feed Milling. Write for it today.

THE BAUER BROS. CO.
SPRINGFIELD, OHIO
(Formerly The Foos Mfg. Co.)

DON'T BUY

AN

AUTOMATIC SCALE

Before Getting Full Particulars
About the

PULLMAN

(The Automatic Scale Without a Dribble)

The HOWE SCALE Co. of Ill. The NATIONAL AUTOMATIC SCALE Co.
Minneapolis, Minn. CHICAGO

THE MAN ON THE JOB

It was said by James Anthony Froude that "you cannot dream yourself into character; you must hammer and forge yourself one."

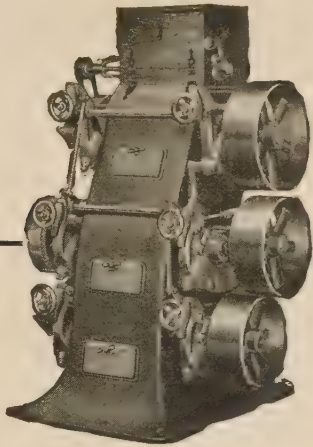
And it is no less true that "good service" is not a matter of promise and printer's ink, but must come as it has always come, through constant hammering "at the forge of life," through careful attention to every detail, through experience and invincible determination, all of which mean that one must be everlastingly on the job every hour of the day and every day of the year.

Lowell Hoit & Co.

BUYERS and RECEIVERS
GRAIN and SEEDS

52-54 Board of Trade,

CHICAGO



You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.
If you haven't got it we will send it on request.

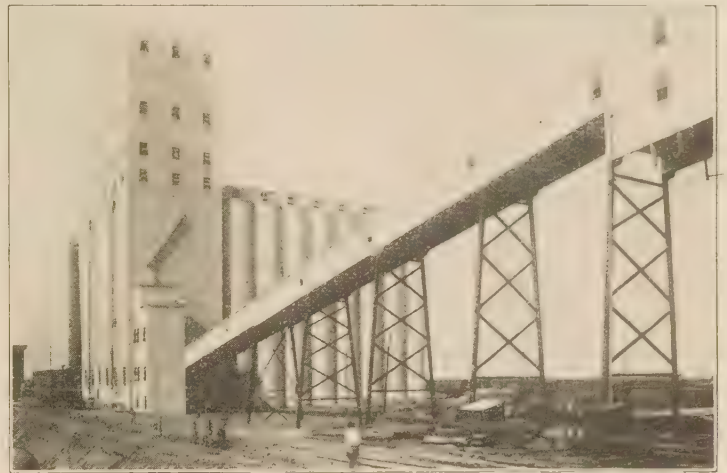
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for the
Modern
Mill

**N o r d y k e
& Marmon Co.**
INDIANAPOLIS, IND.

Established 1861

Ask for
Catalogs
on any
Equipment
you need

America's Leading Mill Builders



The Million Bushel Sunset Elevator is equipped exclusively with **Fairbanks Scales**

Five 2,000 bushel hopper scales supplied with Fairbanks Type Registering Beams are in use.

The efficiency of this big elevator depends finally on these scales, because every pound of grain—every dollar of value in and out of the elevator is determined by them. Their selection here indicates implicit confidence in Fairbanks Scales—shared by all the big elevator interests.

Every terminal elevator of importance in the United States is equipped with Fairbanks Scales.

Fairbanks, Morse & Co.

Chicago

Omaha

St. Louis

St. Paul

Kansas City



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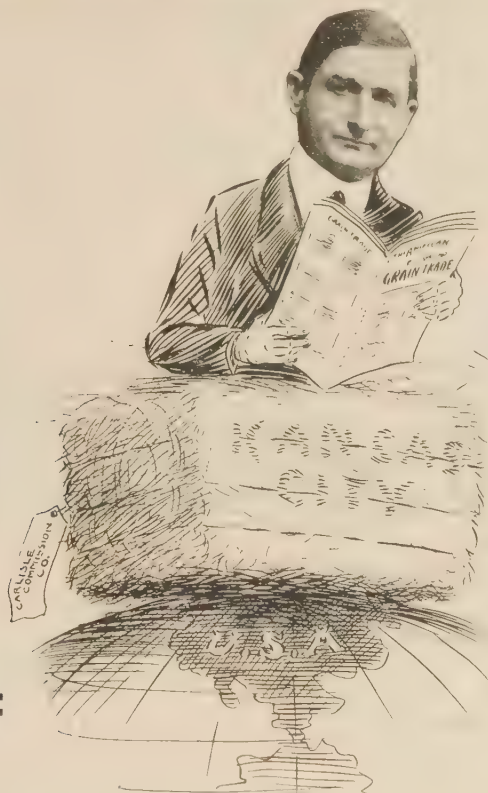
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GRAINGRAINGRAINGRAINGRAINGRAINGRAINGRAINGRAINGRAIN



WHO IS WHO IN HAY IN KANSAS CITY

The World's Largest Hay Market

Justly famous for its fairness of inspection and uniformity of grading. Our plugging system of car inspection, the most modern method of handling hay assures the shipper the best average results and the buyer what he orders.

This system has enabled our market to handle 3,000 cars per month — approximately 450,000 tons for the crop season ending June 20th, 1915, and handle it quickly, thoroughly, honestly and satisfactorily.

The Carlisle Commission Company

has handled during this period nearly 9,000 cars of hay, over half of which was alfalfa, which is now taking the lead over other varieties of hay as feed.

Our 26 years actual experience in the marketing of hay has secured us hay connections in both producing and consuming territory that enables us to give unexcelled service to both seller and buyer and in so doing has built up the world's largest hay business, which is sufficient evidence of our *superior satisfactory service*.

Whether selling or buying give us a trial on that next car and convince yourself of our progressive up-to-date methods of serving the trade right.

Carlisle Commission Company

736-738-746 Live Stock Exchange Bldg.

KANSAS CITY, MO.

Whether Shipper or Buyer Try Huffine for Satisfaction

For 30 years we have satisfied our customers, whether shippers or buyers, and our service has stood the test. Ask any Huffine customer.

Our experience as growers of alfalfa as well as dealers gives us a larger knowledge of hay values than we would have if our operations were entirely limited to buying and selling of hay.

Kansas City is the world's largest hay market and our experience and associations here enable us to secure top prices, rapid sales, and quick returns on your consignments.

The large quantity of hay arriving here daily enables you buyers to secure the quality of hay desired at a price in line with your trade.

If you are not a present member among our customers we shall consider it a privilege to figure with you and are confident that the volume of business handled by this office warrants us in assuring you entire satisfaction.

We have three branch houses in the southwestern Oklahoma alfalfa belt as well as Kansas, Missouri and Colorado.

Write us your needs.

Huffine & Company

Live Stock Exchange

Kansas City

(ESTABLISHED 1885)

Missouri

Members National Hay Dealers' Association
Kansas City Hay Dealers' Association

References—Drovers National Bank, K. C.
Mercantile Agencies

When You Think
HAY
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NORTH BROS.

THE LARGEST SHIPPERS OF ALFALFA HAY IN THE WORLD

30 years in the hay business.

30 years of continuous growth
and still growing.

THERE'S A REASON

Service, Experience, Ample Capital; Organization, and a
"Square Deal To All"

When you want to Buy, Ship or Sell Alfalfa,
Prairie, Timothy, Clover mixed, deal with us
and be convinced.

755-57 Live Stock Exchange,

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Service Counts



C. F. ARNOLD, JR.

With our wide connections and long
experience we can offer best results on

HAY AND STRAW

Try Us for Service

C. F. Arnold & Co.

RECEIVERS and SHIPPERS

References: Stock Yard National Bank
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754 Live Stock Exchange, KANSAS CITY, MO.

WE MAKE A SPECIALTY OF TIMOTHY HAY

"THE FIRM THAT HUSTLES"

E. B. BRUCE & CO.

**WE ARE DOING BUSINESS
INCOMING AND OUTGOING**

27 YEARS' EXPERIENCE ON THE

WORLD'S

HAY MARKET

KANSAS CITY

R.A. LOWE. **TRI-STATE** P.W. NYE.
HAY & GRAIN COMPANY
WHOLESALE RECEIVERS AND SHIPPERS
Alfalfa, Timothy —Prairie— LIVE STOCK EXCHANGE BUILDING Clover and —Straw—
LONG DISTANCE PHONES **KANSAS CITY, MO.** USE ROBINSON'S REVISED CODE

We are at all times in position to quote rock-bottom prices on hay,
to be consistent with good weights and grades.

ALFALFA A SPECIALTY

When ordering hay **TRI-STATE** will mean to you
SERVICE, QUALITY, ECONOMY

C. L. HARELSON

*The Better the Grade -
- The Bigger the Trade*

H. S. NICOLL

Southwestern Hay & Grain Co.

RECEIVERS AND SHIPPERS

Prairie
Alfalfa
Timothy



Clover
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SERVICE

A Trial Shipment Is Our Proof

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Members National and Kansas City Associations

701 Live Stock Exchange

KANSAS CITY, MO.

"Congratulations to all our customers"

WILBER WARREN

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THE KANSAS CITY HAY CO.

Receivers and Shippers
of ALL KINDS *of* HAY

TWENTY-SIX years on this market enables us to give your consignments unequalled attention. We give careful and special attention to consigned hay. Try us!

ALFALFA

"THE WORLD'S GREATEST FORAGE PLANT"

WE have a large warehouse and can fill promptly orders for any special grade or kind of hay. We give you full values!

THE KANSAS CITY HAY CO.

706 Live Stock Exchange Bldg.,

KANSAS CITY, MISSOURI

Steel Wire Bale Ties

For All Kinds of Baling Purposes

Such as Hay, Straw, Jute, Moss,
Excelsior, Rags, Paper Stock, Etc.

Quality, Make, and Count
Guaranteed

They are not excelled by any other
tie in this, or any other country,
and are "Made in America."

H.P. & H.F. Wilson

544 West 22d Street,

New York

Established in 1870

FUNK BROS.

Live Stock Exchange Bldg.

KANSAS CITY, MO.

HAY IN CAR LOTS

Alfalfa
Timothy
Clover
Straw

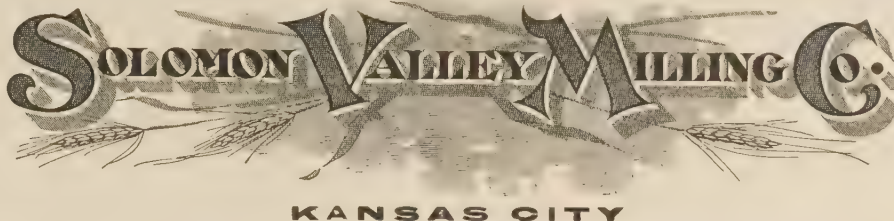
Our experience and familiarity with all kinds of hay enable us to fill your orders intelligently and satisfactorily and secure the best possible market for your consignments.

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Kansas City is the Largest Hay Market in the World
The Reason is that Better Values are obtained here. Give us an opportunity to quote on your next order. We are one of the leading dealers on this market.



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NAT'L HAY ASS'N
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DEALERS ASS'N

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First National Bank of
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Mercantile Agencies

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AND ORDERS**

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HAY PRESSES**

Power and Horse
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The Auto-Fedan
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J. B. SPELLMAN

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Receivers and Shippers

HAY

Write Us Your Needs

721 Live Stock Exchange Bldg.

KANSAS CITY, MO.

ESTABLISHED 1889

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Hay Merchants

KANSAS CITY, - U. S. A.

HOME PHONE 337 MAIN

766 LIVE STOCK EXCHANGE

**If You Don't Ship Us
We Both Lose Money**

This firm has been established for a quarter of a century and has grown by dealing honestly and squarely with its customers. Let us help you to increase your profits by shipping us your

Hay and Straw

S. R. Bagwell Commission Co.

RECEIVERS AND SHIPPERS

516-518 Live Stock Exchange,

Kansas City, Mo.

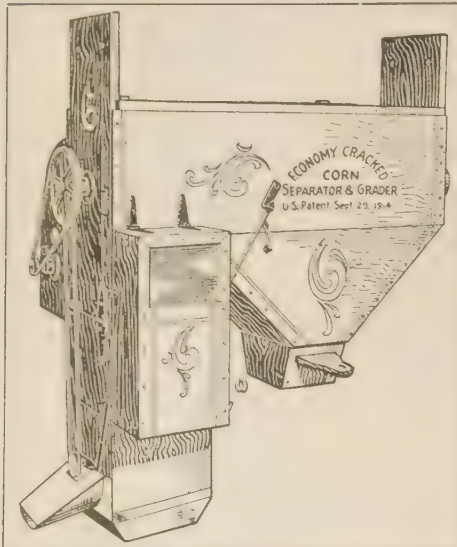
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THE WORLD'S GREATEST HAY MARKET

J. A. BRUBAKER & CO.

ESTABLISHED 1881

CONSIGNMENTS **HAY** BUYING ORDERS



"ECONOMY" CRACKED CORN SEPARATOR AND GRADER

CONSTRUCTED TO FIT
YOUR NEEDS.

The "ECONOMY" is different in principle—in operation—costs less to buy and to operate; occupies practically no floor space, and makes a separation that increases the actual dollars and cents value of your cracked corn.

The "ECONOMY" will make that poultry feed department of yours a sure winner. It increases the marketable value of your cracked corn and mixed feeds (users

are getting 20c to 30c more per 100 lbs. strictly on the merits of a cleaner, brighter, better feed).

If you have not entered the profitable poultry feed field, because of lack of space or high first cost made it look venturesome, the "ECONOMY" is what you need. If you are now using bulky, cumbersome, more expensive machines that eat up earnings in operating expenses, and want more profits from your cracked corn, the "ECONOMY" fills the bill.

The "ECONOMY" delivers the clean finished stock directly into sacks—no rehandling—no extravagant use of floor space.

The "ECONOMY" grades, separates and cleans 25 to 35 bushels per hour in our smallest machine. It is simple in construction and costs one-fourth as much to operate as complicated machines.

Many feed and mill experts have commented on the superiority of cracked corn from the "ECONOMY." Write today for samples that speak for themselves—clean—uniform—polished.

Ask for more details and our 10-day FREE TRIAL offer. (We pay freight both ways if returned).

THE GRAIN MACHINERY COMPANY, Inc.
103-107 Walnut Street NORTH VERNON, INDIANA

More Money from Wheat

\$7.46 per acre profit, over and above the cost of fertilizers was obtained from the use of fertilizers on wheat *on farms* in 10 Indiana Counties when wheat sold at \$1 per bushel. **11½ bushels increased yield per acre** was obtained from fertilizers.

(See Indiana Experiment Station Circular No. 23, Revised Edition, July, 1912).

Our free wheat bulletin tells how to select and apply fertilizer for **biggest profits**. Write

THE MIDDLE WEST SOIL IMPROVEMENT COMMITTEE

of the National Fertilizer Association

936 POSTAL TELEGRAPH BUILDING CHICAGO

Plantfood Paves Prosperity's Path

They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

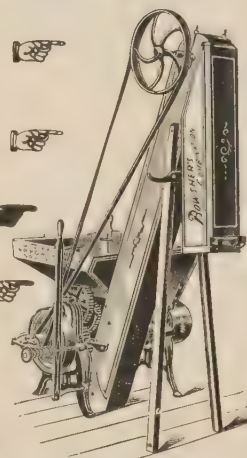
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

N. P. Bowsher Co., South Bend, Indiana



CHAS. ENGLAND & CO.

HAY and GRAIN

Receivers and Commission Merchants

Chamber of Commerce

BALTIMORE

MARYLAND

Grain Dealers Everywhere Are

Using

The Automatic Dump

Controller

Why?



It is out of the road.
It is easily installed.
It is free from jerks and jars.
It lets the wagons down easily.
It is perfect in its operation.
It is a most reliable machine.

Circulars sent upon request

L. J. McMILLIN

523 Board of Trade Building
INDIANAPOLIS, IND.

Transit Leaks

are unknown to the grain shippers who use

KENNEDY Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof. Cheap—Modern—Profitable. Write now for particulars.

THE KENNEDY CAR LINER & BAG CO.
SHELBYVILLE, INDIANA, U. S. A.

Truck Scale for All Purposes

Combined Truck and Weighing Scale—Patent No. 833604



This cut showing an ordinary truck platform with a steel coal hopper attachment illustrates only one of the many uses to which this device is adapted. Bulk or bag grain, feed or package goods, are quickly weighed in and out of cars.

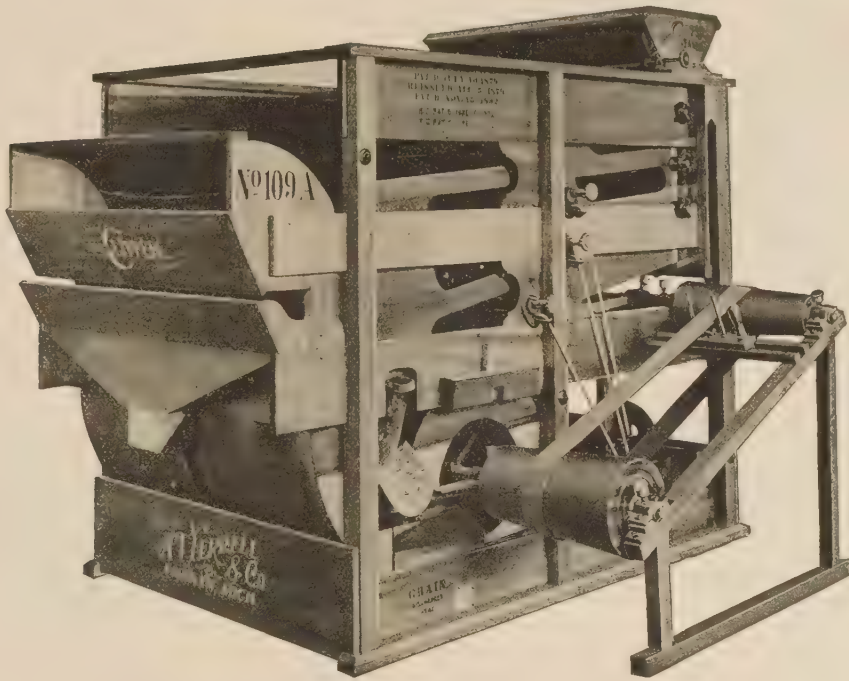
A further object is the providing of a truck scale with a weighing-scale having an independent frame to which the scale mechanism is attached, that is free from the attachment to the frame of the truck, and that is therefore free from all injurious strain or expansion to which the frame of the truck may be subjected under ordinary use.

UNITED TRUCK-SCALE CO.

812 Great Northern Building,

Chicago, Illinois

The No. 109-A "Clipper" Cleaner



Write for Latest catalog and prices

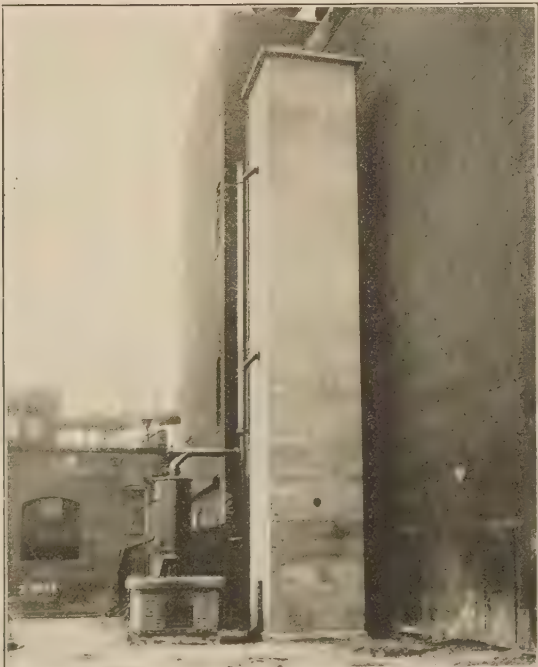
is unequalled for handling all kinds of field seeds and grain in local elevators. It is excellent for grading seeds or seed grain, as it carries four screens—three full length and one half length—with our Traveling Brushes on the three lower screens. The Brushes enable you to keep the machine working to its full screen capacity all the time.

It is equipped with our Special Air Controller for regulating the vertical blast, which is a desirable feature. It is very light running, strongly built, easily installed and simple in operation.

We guarantee this machine to give perfect satisfaction on Clovers, Timothy or any other kind of field seed or grain, and it can be operated with one-fourth the expense for power of any suction cleaner of equal capacity. If you are looking for a first class, up-to-date Cleaner of good capacity we should be glad to send you catalog with prices and discounts upon request.

A. T. FERRELL & CO., SAGINAW, W. S., MICH.

THE ELLIS DRIER COMPANY CHICAGO ILLINOIS U. S. A.



An ELLIS Oat Purifier Installation

Heading the Procession

The ELLIS DRIER of today is "heading the procession" because it incorporates every tried and true principle in grain drier construction. Our fifteen years actual experience in drying grain of all descriptions has resulted in a drier which we confidently believe stands in a class by itself and one which we are prepared to back with a cast iron guarantee as to capacity and quality of work. We have never failed to make good with others and if afforded the chance we will not fail you.

THE ELLIS DRIER CO.
CRAIN DRIERS Postal Telegraph Bldg. OAT BLEACHERS
CHICAGO

SPECIFY THE ELLIS: It will NOT crack, blister or discolor the grain.



America's Closest Cleaning Cleaners

5 above
131 others
136 styles in all

We fit your special cleaner needs

A Grain Cleaner that is not exactly suited to **your** special cleaning requirements is too costly a machine for you to operate. Sometime ago an authority said that "undoubtedly most of the faults in grain cleaning could be attributed to the fact that the Grain Cleaner was not suited to the kind of cleaning being handled." Do not allow yourself to buy a Cleaner that is not right for your work. In selecting from the "Monitor" line we offer you 136 styles of Cleaners, Smutters and Clippers. The largest assortment of test proven, successful, high grade machines manufactured anywhere in the world. "Monitor" superiority in Cleaner building and cleaning efficiency is something to give careful study and we are willing to assist you with our literature and a thorough discussion of your cleaning requirements without any obligation on your part. Whether or not you buy a "Monitor" the time you devote to a study of "Monitor" Cleaners will stand you well in the selection of a Cleaner.

HUNTLEY MFG. CO.
Silver Creek, N. Y.

A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

Established in 1882.

VOL. XXXIV.

CHICAGO, ILLINOIS, JULY 15, 1915.

No. 1.

The New Sunset Elevator at Galveston

Southern Pacific Replaces Burned Elevator with Modern 1,000,000-Bushel Plant—Every Detail of Most Approved Pattern—Texas Port Growing Rapidly in Importance to Exporters

WHEN the wooden Southern Pacific elevator at Galveston, Texas, burned on November 17, 1914, it was a serious blow to the port for an unprecedented amount of wheat was moving to the city for export and every inch of capacity was badly needed to take care of the tremendous volume of grain. From September 1, 1914, to July 1, 1915, Galveston shipped 39,905,941 bushels of wheat as against 2,905,311 bushels in the corresponding period of the previous year, so that the seriousness of the loss during the flood tide of the grain movement was felt by exporters, railroads and interior

shippers. The railroad immediately formulated plans for a new and fire-proof structure, and it has just been completed. The wrecking of the old building and the piling foundation for the new house was done by the railroad company, and the site was turned over on February 1, to James Stewart & Co., of Chicago, who had charge of the erection of the new plant. In just 4½ months the completed structure was given over to the J. Rosenbaum Grain Company, who will operate the house.

The Southern Pacific Railway Company's new Sunset Elevator at Galveston consists of a working

house, receiving track shed, a storage annex and dryer house, all of concrete construction, and dock gallery containing two 36-inch conveyor belts, each 780-feet long. Three bays of the gallery connecting with the workinghouse are of steel, the remainder being of wood, these latter not having been damaged by the fire.

The track shed is 82 feet 6 inches by 100 feet with 22 feet clear height. It has four unloading tracks from which cars can be unloaded into eight receiving pits in two rows of four, each row being served by a 36-inch conveyor belt, 263 feet long.

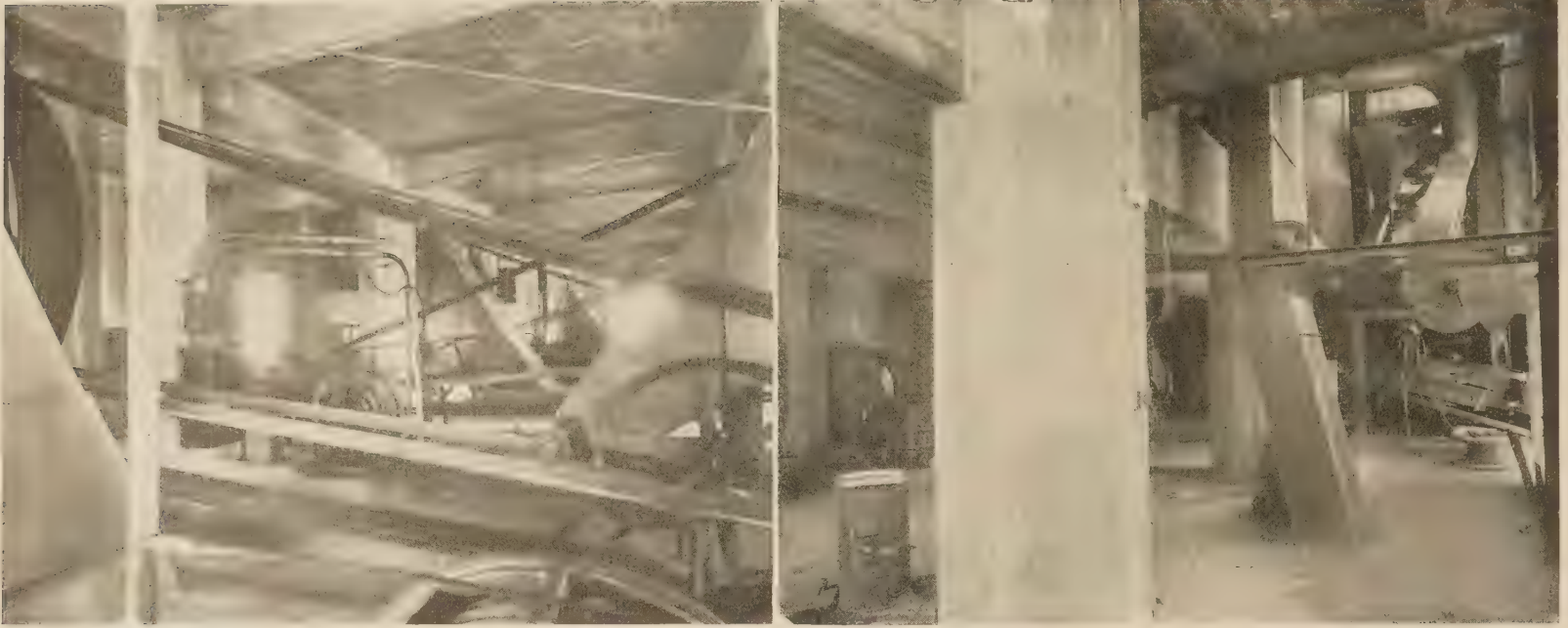


THE NEW 1,000,000-BUSHEL SUNSET ELEVATOR AT GALVESTON, TEXAS
Designed and Constructed by James Stewart & Co., Chicago, Ill.

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85121

696640

With drawn from Crerar Library



DRIVES ON THE TOP FLOOR

GRAIN CLEANERS AND DUST COLLECTORS

These belts discharge to the two receiving legs in the workinghouse, the belts being 32 inches wide, each 385 feet long. The track shed is located 50 feet from the workinghouse and connection is made by two concrete tunnels through which and under the receiving pits water-tight steel receiving pans run. A system of interlocking levers is installed for each battery of receiving pits. These are operated from the workinghouse and are so arranged that one pit only can discharge to the belt at one time. There are installed two automatic car shovels for each unloading pit, each having a separate motor mounted on the steel shovel support. A four-drum car puller handles the cars within the shed.

The working house is 47 feet by 98 feet, with a capacity of 210,000 bushels. There are six elevator legs, two 36-inch receiving legs, each 385 feet long, three 32-inch shipping legs, each 383 feet long, having a capacity of 15,000 bushels per hour, and one cleaner leg, 18 inches wide and 374 feet long, with a capacity of 8,000 bushels per hour. Each leg has a steel boot tank and has individual motor drive, the motor being located on the top floor. Silent chain drives to countershafts and rope drives to the heads are used on all legs. On the first floor are located the cleaning machines. These consist of two No. 9 Compound Shake Warehouse Separators and one No. 11 Monitor Oats Clipper, all of Huntley manufacture. Through the first story run three 36-inch belt conveyors, each 265 feet in length. A movable belt loader, fed by means of

turnhead spouts from the center row of bins is supplied for each belt. The bins are rectangular, with concrete hoppers. The draw off spouts are fitted with rack and pinion gates. In the bin story is located a 36-inch reversible transfer conveyor, 1131 feet long, discharging at either end to three 36-inch storage conveyors, each 320 feet long, extending over the storage annex, the center conveyor being reached directly by means of spouts from the scales. There are five 2,000-bushel hopper scales in connection with the receiving and shipping scales. They are of the trussed lever pattern and are fitted with printing and recording devices. Each scale has a 2,000-bushel concrete garner above the discharge through the rotary valve and spout. The top floor of the working house is devoted to the leg heads and drives and the passenger elevator machinery.

The storage annex consists of 48 concrete tanks, each 15 feet 4 inches inside diameter, and 100 feet high, with the 35 interspace bins, the total having a capacity of 807,000 bushels. Three 36-inch shipping belt conveyors, each 383 feet long, are used for withdrawing grain and these discharge to the three 32-inch shipping legs in the house. The three storage belts on the bin floor are equipped with two way trippers and have separate motors. The tanks are hoppers by means of a sand fill with a smooth concrete surface.

The drier house is a concrete building 16 feet by 26 feet and is connected to the working house by

means of a concrete tunnel. The grain drier, which is manufactured by the Ellis Drier Company of Chicago, has a capacity of 500 bushels per hour. A 24-inch belt conveyor, 125 feet in length, carries the dried grain to the cleaner leg.

The plant is fire-proof in every respect. Metal frame windows glazed with wire glass and fire-proof doors are used. The roofing is five-ply felt and pitch. "Rexall" Double Stitched Belting is used for all legs and conveyors—receiving and shipping leg belts are all 32-inch and have 16-inch staggered buckets on 12-inch centers.

In every respect construction and equipment has been provided of the very best that money could buy. The scale equipment, shown in an accompanying picture, is most complete, the hopper scales being provided by the Fairbanks, Morse & Co., five 120,000-pound trussed lever hopper scales with type registering beams. The cleaning machinery, which is such an important part of the finishing of a modern elevator, was furnished by the Huntley Manufacturing Company, of Silver Creek, N. Y. The transmission machinery is the result of the expert services of the Weller Manufacturing Company, of Chicago, and the canvas belting was furnished by the Imperial Belting Company of Chicago.

The Sunset Elevator is complete and in its location and equipment is admirably fitted to take care of a large share of export grain and to keep Galveston among the leaders of our exporting ports.



CONVEYORS OVER TOP OF STORAGE ANNEX



FAIRBANKS 2,000-BUSHEL TRUSSED LEVER HOPPER SCALES

Fighting for Supremacy

Dominion Government Spending Millions to Control Lake Grain Trade—The Needs of Buffalo and Other American Ports—Grain Interests at Buffalo Becoming Aroused

By ELMER M. HILL

PROMPTED by the spirit of progress of the Dominion Government in large appropriations for improving the harbor at Port Colborne and enlarging the Welland Canal, connecting Lakes Erie and Ontario so as to accommodate large lake grain carriers, officials of the Board of Trade, Chamber of Commerce, and Buffalo Corn Exchange, as well as others interested in lake commerce at the Buffalo end of the route are advocating extensive harbor improvements at Buffalo.

Action already taken by the Canadian Government and plans for the future indicate that Cana-

modern program of improvements being carried out by the Canadian Government, is going to make the Canadian municipalities hot rivals for the Buffalo trade.

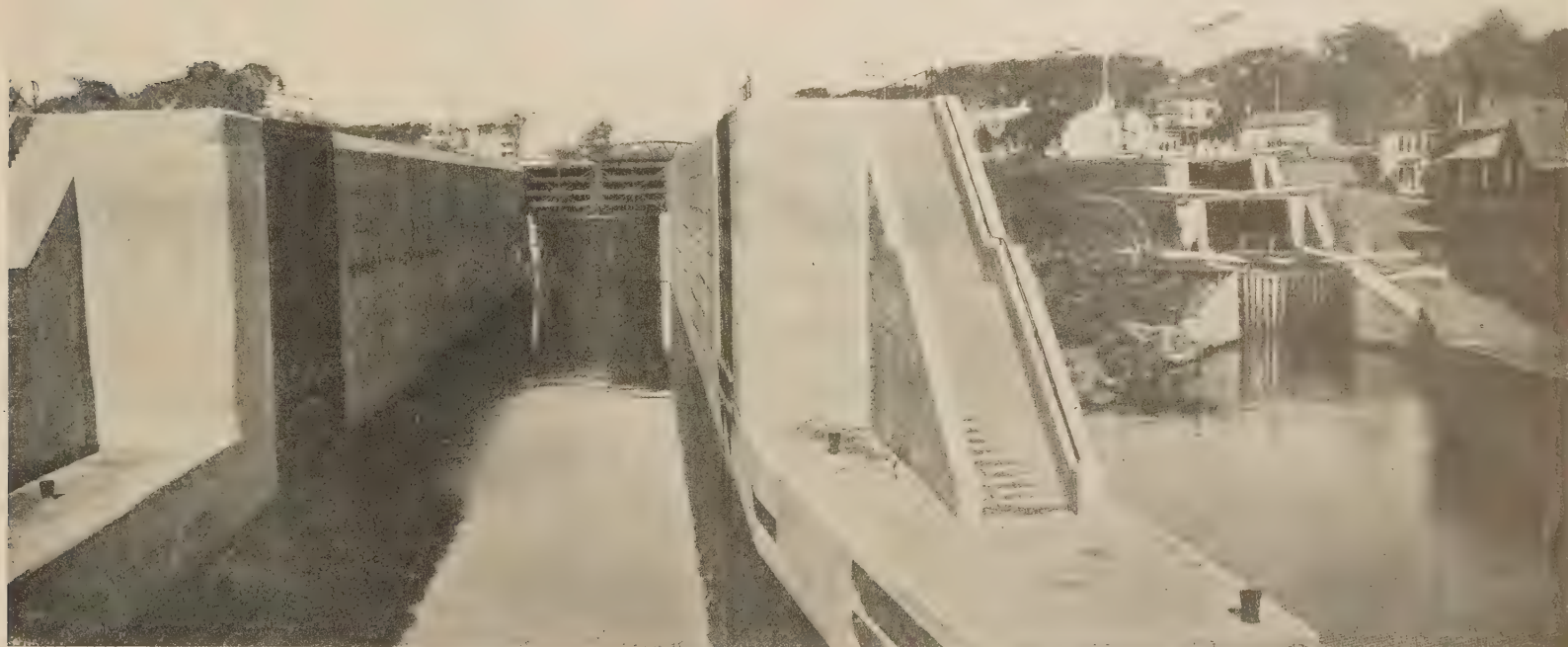
Among the suggestions made for improving the marine facilities at the port of Buffalo are:

The creation of a harbor commission composed of men familiar with the whole waterfront to have complete jurisdiction and control of the harbor and waterways.

The removal of the islands at the foot of Main Street for the benefit of traffic and to facilitate the

thirty feet. With the deepening of the Lachine Canal to the same depth as the St. Lawrence River channel, which is 26 feet, it will mean that even larger boats than we have at present on the Great Lakes would be able to pass through Canadian waters from the great grain elevators at Fort William and Port Arthur direct to the Atlantic Ocean.

"The city of Toronto is engaged on what is the greatest, most complete and most comprehensive plan of harbor improvements of any city in the world, outside of Liverpool, England, whose docks and waterfront facilities are famous the world over. The city of Toronto in co-operation with the Dominion Government is spending \$19,000,000 for the creation of a waterfront and harbor. Their plan includes the building of a breakwater, the deepening of the harbor, improvements at the entrance, the creation of land areas, which can be used for various purposes, very large increase in their dock frontage, as well as a bathing beach, with such adjuncts as board sidewalks, band stand, bathing pavilion, flower gardens, etc., for the benefit of the populace.



LOCKS AT THE EASTERN ENTRANCE TO THE NEW ERIE BARGE CANAL AT WATERFORD, N. Y.

dian interests are making a desperate attempt to wrest from Buffalo her reputation as one of the largest grain receiving centers in the world. For years grain receipts at Buffalo have been falling off, due to Canadian competition, and those who have made a study of the situation declare that unless immediate steps are taken by the United States and by the city to improve harbor facilities at the port of Buffalo, the Queen City of the lower lakes will pass into the class with Quebec, P. Q., and Oswego, N. Y.

Both of these last named cities were once famous ports—the former for seagoing vessels, the latter for lake vessels—but they have both been outstripped in the race for commerce by cities which have devoted more attention to the improvement of their waterfront and wharfage conditions.

Not 25 miles from Buffalo, the Dominion Government is spending millions of dollars on the Welland Canal so as to handle large lake grain carriers direct to Toronto and other Canadian ports on Lake Ontario and the St. Lawrence River. Other millions are being spent by the city of Toronto in the construction of a new breakwater, and in the general improvement of all water facilities.

The deepening of the Lachine Canal will further increase Canadian grain and freight trade at the expense of the American trade. It has been pointed out by grain and elevator experts, not only at Buffalo, but at other American lake ports, that the

movement of the big 600-foot grain carriers from the Buffalo River to the City Ship Canal, etc.

Widening of the entrance to the harbor and special provision for passenger vessels entering and leaving port so as not to interfere with lake freight carriers.

The construction of docks from Georgia to Jersey Streets, which will greatly relieve the congestion in the so-called "inner harbor."

Canada is creating a waterway that may change the entire traffic situation on the great lakes, and this condition can only be met by an energetic effort on the part of the city of Buffalo for the improvement of the harbor and waterfront facilities.

Commenting on the wonderful plan of the Dominion Government to gain control of the lake grain trade for Canadian elevators and grain carriers, Frank C. Hibbard, well-known marine expert and an authority on harbor improvement, said to the writer:

"Seventy-five millions of dollars is being spent by the Canadian Government within 25 miles of the Buffalo city hall for the construction of a new Welland Canal, to be 26 miles long, and which will accommodate vessels 28 feet in draft—this being five feet greater depth than the United States Government channels on the chain of the Great Lakes.

"On the Lake Ontario end of the canal, the Government is constructing a harbor and entrance, making it deep enough to admit of boats with a draft of

"I do not recall a single instance in this country where this amount of money has been spent, at one time, for the construction of any harbor; in fact, I believe that the vast improvements made by the English Government at Liverpool, is the only case where a greater amount of money has been spent."

Like in the world of industry and commerce, it has been the history of seaports and lakeports that those having the best facilities have gradually but surely taken the traffic away from those ports that have only limited and antiquated methods. This would apply especially to the port of Montreal, which city, by large expenditure of money and the construction of city-owned grain elevators, docks, warehouses, etc., was successful in attracting a great amount of Canadian shipping that formerly and logically belonged to Quebec.

It would appear that the city of Quebec should be the logical port of Canada, as it is about 200 miles nearer the Gulf, and can be reached by ocean-going vessels without a 200-mile voyage up a river in which the channel is crooked and replete with danger. In face of these facts, Montreal is the shipping port of Canada and has become so by having more modern and better facilities than any other port in that country.

Although the Federal Government and the municipality have been spending moderate sums of money in improving the port of Buffalo and the approach by the north channel, there is, according to elevat-

ing and grain interests, need for still greater improvements. It is pointed out that the entrance to the harbor is by far too narrow; that there is not sufficient dock space and that the harbor is not equipped with an adequate turning basin off the foot of Main Street.

Millions of dollars have been invested in elevator facilities at Buffalo and within the last twelve months hundreds of thousands of dollars have been spent in increasing the elevator capacity. While Buffalo will always have a large share in the Great Lakes grain traffic because of her natural location at the lower end of Lake Erie, the improvement of the Canadian waterways will wrest from her many of her records and laurels which she has enjoyed for years.

Private individuals are enlarging the elevator capacity of their structures at Port Colborne and plans are now being made for the construction of additional grain elevators at this lower Lake Erie Canadian port at the entrance to the Welland Canal.

Bill of Lading Legislation

Importance of Securing Uniform Legislation—Ninety-nine Per Cent of Commerce Is Interstate—Shippers Need Protection—Ways Proposed—Constitutionality of the Bill

By SENATOR ATLEE POMERENE *

ACCORDING to estimates made some time ago before the Interstate Commerce Commission the total commerce, interstate and intrastate, aggregated over twenty-five billions of dollars per annum.

In 1914 the total exports from this country amounted to \$2,364,579,148; the total imports for that year were \$1,893,925,657, making the total foreign commerce \$4,258,504,805.

If any mistake was made in the amount of our commerce as stated before the Interstate Commerce

ration of a bill adapted to intrastate business, which has since been enacted into law in 10 of the leading commercial states of the Union: Connecticut, Illinois, Iowa, Louisiana, Massachusetts, Maryland, Michigan, New York, Ohio and Pennsylvania.

With very minor exceptions the law relating to bills of lading in these states are now substantially the same. It is to be hoped that other states of the Union will soon follow the example of their sister states so that the law of intrastate transportation may be uniform throughout the country. The general principles of transportation are so well understood that it ought not to be very difficult for fair-minded men to agree. But if all the states of the Union enact this law it will only regulate one per cent of the entire business of the country.

The state bill was later so modified as to adapt it to interstate and foreign commerce, and surely I do not need to take the time of this convention to demonstrate the wisdom of harmonizing state and federal law upon this subject, so as to relieve the business from many of its uncertainties and add security to all who may be affected, directly or indirectly, by the issuance or transfer of bills of lading.

Twice the bill thus prepared was passed by the United States Senate, messaged to the House, and "died a-bornin'" in the Interstate Commerce Committee of the House.

Lest I may be misunderstood, permit me to say, while this bill bears my name, I am in no sense the author of it, but have given a good deal of time and thought to its study and its adaptation to the needs of our commerce with a view to harmonizing differences, wherever they may exist, without in any respect surrendering the basic principles involved. I shall introduce it again when Congress reconvenes. I anticipate no difficulty in securing its passage through the Senate, because I believe that it has the hearty approval of every senator who has taken the time to read it, or to inform himself as to the condition of the law relating to the subject of bills of lading, and I hope that just such organizations as the one I now have the honor to address will get so busy with the members of the House of Representatives that, like Saul of Tarsus on his way to Damascus, they "may see a new light."

It is said that more than five billions of dollars annually is advanced by the banks on bills of lading. This fact alone ought to demonstrate to all law makers the necessity of surrounding it with every safeguard so as to reduce to a minimum opportunities for fraud, either upon the railroad company, the consignor, consignee, or any endorser or holder of the bill of lading. Its importance has grown with our commerce and it will continue to grow so long as our business develops.

THE RULE IN THE FRIEDLANDER CASE

Many of the difficulties with the law of transportation spring from the doctrine of the Friedlander case.

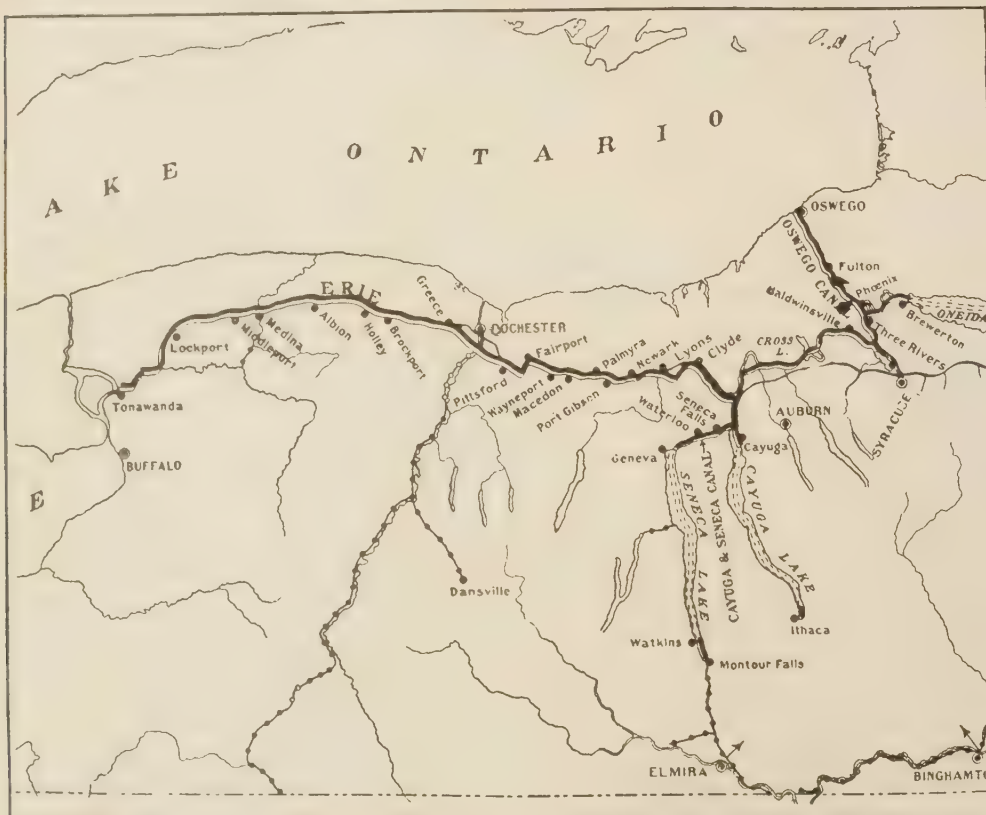
In 1851 a Common Pleas Court in England decided:

That where the master of a vessel issued a bill of lading without receiving the goods called for by the bill of lading, the principal was not bound.

In 1885 the Supreme Court of the United States in *Schooner Freeman vs. Buckingham*, (18 Howard, 182), held:

That contracts of affreightment, entered into with the master in good faith, and within the apparent scope of his authority, as master, bind the vessel to the merchandise for the performance of such contracts, wholly irrespective of the ownership of the vessel, and whether the master be the agent of the general or the special owner.

If the general owner has allowed a third person to have the entire control, management, and employment



WESTERN ROUTE OF THE NEW ERIE BARGE CANAL SHOWING LAKE CONNECTIONS

Port Colborne has been booming during the last few years by reason of the fact that the Dominion Government is making efforts to make that city an important factor in Great Lakes transportation.

It was only a few years ago that Oswego was an important port on Lake Ontario but owing to inadequate harbor facilities the business has dwindled down until it has ceased to be a port of any great importance. With the building of the New York State Barge Canal and the construction of a large canal terminal at Oswego and extensive improvements by the Government, Oswego may again become an important port in New York State.

With the deepening of the Hudson River to 27 feet, as is contemplated, and which will surely be done within the next two years, thus permitting ocean vessels to go direct to Albany, it will mean that cargoes in deep draft vessels from any port on the Great Lakes from the United States or Canada may go to Oswego, where it can be transferred into large barges and with a canal trip of one-third of the distance and numerous less lockages than from Buffalo to Albany where cargoes can be transferred to ocean vessels.

It is with this latter fact in mind in reference to the export grain trade that Buffalo interests are beginning to see that other water routes are being created; other harbor facilities are being constructed which may prove so attractive to shipping that Buffalo may suffer the fate of Quebec.

Commission, it was, in my judgment, an under-estimate, not an over-estimate.

Of this total amount one per cent is said to be intrastate commerce and 99 per cent interstate commerce. This comprises the business of one hundred million of people who surpass in energy, ability and productivity every other country on the face of the globe. We have now 48 states in the Union. This means fully 48 different systems of law affecting and controlling the intrastate business of the country, and Congress controlling all the intrastate business. It is a comparatively small concern whose business does not extend to two or more states. Such commerce as is wholly intrastate is more or less directly affected by interstate commerce, just as interstate commerce is affected by intrastate commerce.

It needs no argument to convince the thinking mind that while we have faith in our dual system of government, the laws of all the states as well as of the Federal Government ought to be as nearly uniform as possible. The more of harmony in the law of the land, the less of confusion to its commerce.

Some years ago the Commissioners on Uniform State Laws of the American Bar Association took up the question of uniformity in state legislation as applied to bills of lading. This led to the prepa-

*From an address delivered before the National Hay Association, Niagara Falls, July 6, 1915.

of the vessel, the general owner must be deemed to consent that the special owner or his master may create liens binding on the interest of the general owner in the vessel, as security for the performance of such contracts of affreightment. But no such implication arises in reference to bills of lading for property not shipped, designed to be instruments of fraud; and they create no lien on the interest of the general owner, although the special owner was the perpetrator of the fraud.

This doctrine was approved by other decisions of our Supreme Court, as well as by some of the State courts. The law, however, governing the right of an agent of a transportation company in issuing bills of lading was not regarded as finally settled in this country, so far as interstate commerce was concerned, until the year 1889 when the Supreme Court of the United States handed down its opinion in *Friedlander vs. The Texas & Pacific Railway Company*, (130 U. S., 416). The facts in that case, briefly stated, were:

One Easton, a freight agent, fraudulently entered into a conspiracy with one Lahnstein, under which Easton, purporting to act for the railroad company, issued a bill of lading for two hundred bales of cotton to be transported from Sherman to New Orleans. The cotton, in fact, was not received by Easton or the railroad company, and Easton did not expect to receive it. Lahnstein took the bill of lading thus fraudulently issued and delivered to him, endorsed it, drew a draft on Friedlander & Company for \$8,000 payable at sight to the order of Oliver & Griggs with bill of lading attached bearing Lahnstein's endorsement. The draft with bill of lading attached was presented by Oliver & Griggs in New Orleans and paid. Friedlander & Company, acting in good faith, pursued the usual course of business in such transactions and had no knowledge of the fraud that had been perpetrated upon them until they presented their bill of lading to the railroad company and it was pronounced fictitious and fraudulent.

On this state of facts the Supreme Court, adhering to the rule laid down in former adjudications, held:

A bill of lading, fraudulently issued by the station agent of a railroad company without receiving the goods named in it for transportation, but in other respects according to the customary courses of business, imposes no liability upon the company to an innocent holder who receives it without knowledge or notice of the fraud and for a valuable consideration; and this general rule is not affected in Texas by the statutes of the State.

In the closing paragraph of the Opinion, Justice Fuller said:

We cannot distinguish the case in hand from those heretofore decided by this court, and in consonance with the conclusions therein announced, this judgment must be affirmed.

As the law was declared in that case in 1889, so it is today. Railroads in respect to their interstate commerce, are not liable for frauds thus perpetrated upon the public by their agents. This is the law of the land. It is idle for us now to say that the reasoning of the court is wrong. It is not idle, however, for us to say that such being the law of the land as declared by our Supreme Court, Congress, the law making power, can change it and it ought to be changed. The amazing thing is that Congress has allowed more than 26 years to pass without changing this law so as to protect the commerce of the world against similar frauds of this character.

The mere statement of the law as it is today, and a recital of a few of these frauds are sufficient to justify legislative relief. Every business man and every member of Congress can afford to give something of his time to secure legislation which will prevent the perpetration of similar frauds in the future and thereby give stability and character to our commerce. The business of the country demands it and good morals require it.

Two bills were introduced in the sixty-second Congress on this subject, Senate Bill 957 in the first session, known as the Clapp-Stevens Bill, and Senate Bill 4713 in the second session of the same Congress, introduced by myself.

The first bill was favorably reported to the Senate by the Interstate Commerce Committee. The

second bill, or rather a modified form of it, was passed by the Senate August 24, 1912, as a substitute for the first.

In the sixty-third Congress this bill, with slight modifications, was again passed June 5, 1914, and is known as Senate Bill 387.

It may be of some interest to state here that the favorable report on the Clapp-Stevens Bill as reported to the Senate on May 10, 1912, was supported by some members of the committee only because it was felt at the time that there would be less opposition to it than there would be to the other bill, to which I am about to call attention.

Senate Bill 387 as it passed the Senate on June 5, 1914, contains all the provisions of the Clapp-Stevens bill, and, I think, in more certain language, more comprehensive in form, and more specific as to details. For lack of time, I shall call attention to a few of its principal features only. Of course it is limited to interstate and foreign commerce.

Section 2 requires that every bill of lading must show:

- (a) the date of its issue;
- (b) the name of the person from whom the goods have been received;
- (c) the place where the goods have been received;
- (d) the place to which the goods are to be transported;
- (e) a statement whether the goods received will be delivered to a specified person or to the order of a specified person;
- (f) a description of the goods or of the package containing them, and
- (g) the signature of the carrier.

It allows the carrier to insert other terms and conditions not contrary to law or public policy.

It distinguishes between "straight bills" (where the goods are consigned to a specified person), and "order bills" (where they are consigned to the order of any person).

SHIPPER'S LOAD AND COUNT

Much controversy has arisen out of the practice by carriers of inserting in bills of lading the words "Shipper's load and count," or words of like purport. By this bill, where goods are loaded by the carrier, he is required to count the packages, if package freight, and ascertain the kind and quantity, if bulk freight.

When the goods are loaded by the shipper where the carrier maintains an agency, the carrier on the request of the shipper is required to count the packages, if package freight, and ascertain the kind and quantity if bulk freight, within a reasonable time, and the carrier is not permitted to insert in such case in the bill of lading the words "Shipper's load and count" or words of like purport.

SECTION 25

The most important section of the bill is No. 25, the purpose of which is to relieve the commerce of the country from the consequences of the *Friedlander* case. It reads:

That if a bill of lading has been issued by a carrier or on his behalf by an agent or employee the scope of whose actual or apparent authority includes the issuing of bill of lading, the carrier shall be liable to

- (a) the consignee named in a "straight bill" or
- (b) the holder of an "order bill" who has given value in good faith, relying upon the description therein of the goods, for damages caused by the nonreceipt by the carrier of all or part of the goods or their failure to correspond with the description thereof in the bill at the time of its issue.

I have given the substance only of a few of the provisions of the bill. It is not intended to be complete. I have only aimed to show that its purpose is to modify the most of the well recognized principles of law governing the subject of transportation and the rights and liabilities of the carrier, the consignor, the consignee, and any and all other holders of the bill of lading as they are, or as they ought to be declared.

This bill has perhaps had more careful thought and study than any other measure which has been presented to the Congress since I have been a member, unless it be the Federal Reserve Act. I have no doubt that with experience it may be found necessary to make some changes. This is true of all constructive legislation. Bankers, shippers, rail-

roads, lawyers, without limit have given this bill their approval. I am not going to say that some changes ought not to be made. I am convinced, however, that whatever changes are contemplated should be immediately called to the attention of the Congress, so that they can have proper consideration at an early date, and thereby expedite its passage.

CONSTITUTIONALITY OF PENDING BILL

The question of the constitutionality of Senate Bill 387 has been raised. Personally, I have no doubt of it.

The Constitution vests Congress with power "to regulate commerce with foreign nations and among the several states and with the Indian tribes." This authority is very broad, very comprehensive. It covers all phases and all features of interstate commerce. It touches not only the property of the railroad but all of its instrumentalities. It controls and protects its operation and its business. The shipment of goods from one state to another is surely interstate commerce. If so, when it comes to the physical property itself, can there be any doubt that the same power extends to all of the instrumentalities used in the conveyance of the property, or to any contract which may pertain to it for the safe-guarding of the parties interested? If the goods which are shipped from one state to another be interstate commerce, are we going far afield when we say that the bill of lading, which is the symbolic representative of the goods, is also interstate commerce?

I shall not take the time here and now to discuss all of the decisions of our Supreme Court bearing upon this subject. I shall only refer to a few of them.

In 1911 the Supreme Court had before it the case of the *Southern Railway Company vs. The United States*. The statute involved was what is commonly known as the "Safety Appliance Act" of March 2, 1893, as amended March 2, 1903. Its regulatory features applied to all locomotives, cars and similar vehicles used on any railway that is a highway of interstate commerce, and were not confined exclusively to vehicles engaged in such commerce.

In the syllabus of the case, U. S. 222, p. 20, the Court says:

The power of Congress under the commerce clause of the Constitution is plenary and competent to protect persons and property moving in interstate commerce from all danger, no matter what the source may be; to that end, Congress may require all vehicles moving on highways of interstate commerce to be so equipped as to avoid danger to persons and property moving in interstate commerce.

It is of common knowledge that interstate and intrastate commerce are commingled in transportation over highways of interstate commerce, that trains and cars on the same railroad, whether engaged in one form of traffic or the other, are interdependent and that absence of safety appliance from any part of a train is a menace not only to that train but to others.

Justice Van DeVanter, in delivering the opinion of the Court, on page 26, says:

We come then to the question whether these acts are within the power of Congress under the commerce clause of the Constitution, considering that they are not confined to vehicles used in moving interstate traffic, but embrace vehicles used in moving intrastate traffic. The answer to this question depends upon another, which is, Is there a real or substantial relation or connection between what is required by these acts in respect to vehicles used in moving intrastate traffic and the object which the acts obviously are designed to attain, namely, the safety of interstate commerce and of those who are employed in its movement? Or, stating it in another way: Is there such a close or direct relation or connection between the two classes of traffic, when moving over the same railroad, as to make it certain that the safety of the interstate traffic and of those who are employed in its movement will be promoted in a real or substantial sense by applying the requirements of these acts to vehicles used in moving the traffic which is intrastate as well as to those used in moving that which is interstate? If the answer to this question, as doubly stated, be in the affirmative, then the principal question must be answered in the same way. And this is so, not because Congress possesses any power to regulate intrastate commerce as such, but because its power to regulate interstate commerce is plenary and competently may be exerted to secure the safety of the persons and property transported therein and of those who are employed in such transportation, no matter what may be

the source of the dangers which threaten it. That is to say, it is no objection to such an exertion of this power that the dangers intended to be avoided arise, in whole or in part, out of matters connected with intrastate commerce.

In *Adams Express Co. v. Croninger*, (226 U. S. 491), Justice Lurton at page 500 says:

That the constitutional power of Congress to regulate commerce among the States and with foreign nations comprehends power to regulate contracts between the shipper and the carrier of an interstate shipment by defining the liability of the carrier for loss, delay, injury or damage to such property, needs neither argument nor citation of authority.

That the legislation (of Congress) supersedes all the regulations and policies of a particular State upon the same subject results from its general character. It embraces the subject of the liability of the carrier under a bill of lading which he must issue and limits his power to exempt himself by rule, regulation or contract. Almost every detail of the subject is covered so completely that there can be no rational doubt but that Congress intended to take possession of the subject and supersede all state regulation with reference to it. Only the silence of Congress authorized the exercise of the police power of the State upon the subject of such contracts. But when Congress acted in such a way as to manifest a purpose to exercise its conceded authority, the regulating power of the State ceased to exist.

Now let us apply the doctrine of these cases. They show exclusively that if this bill becomes a law it will supersede any and all state legislation upon the subject.

It is urged by those who oppose this bill that if goods be sent from New York to Boston and the bill of lading is indorsed and transferred by one citizen of Boston to another citizen of Boston within the state of Massachusetts, this is an intrastate transaction and cannot be controlled by Congress. As applied to an ordinary contract, if there were no other facts involved, this position would be correct. But, we answer, the lines of shipment are interstate lines; the trains carrying goods from one state to another are "instrumentalities" employed in interstate commerce; and in order to define the rights and liabilities of the railroad company, the consignor and consignee, and intermediate owners, both law and public policy require that the company should issue bills of lading. Can it be said that the bill of lading which is the representative of this interstate business, defining the rights and liabilities of all concerned, is not a contract relating to interstate commerce and therefore not controlled by its principles?

Those who object to the bill admit that it is subject to Federal control save only where it relates to a transfer of the bill of lading within a state between citizens of that state. If Congress assumes control of this legislation of interstate commerce must it continue to divide its authority with the state when it comes to a mere transfer and negotiation of the bill of lading between two citizens, but under all other circumstances the state shall have no control. If such be the case, what becomes of the doctrine that the power of Congress is plenary after it has once assumed to legislate upon a given subject? If so, would the Federal law supersede state legislation?

If Congress has the power to compel safety appliances to be placed on cars used both in interstate and intrastate transportation over interstate highways, in order to insure the safety of interstate traffic, as was held in *Southern Railway vs. United States* above cited; if it has power to prescribe the number of consecutive hours of service of a crew moving a train from one point to another in the State of Washington, hauling merchandise from points within the state to points without the state, as well as in carrying merchandise through the state from a point without the state to a foreign destination, in view of the unity and individuality of the service of the train crew and the paramount character of the authority of Congress to regulate commerce, as was held in *Northern Pacific Ry. vs. State of Washington*; if Congress has the power to regulate the carrier's liability for injuries to an employee occurring upon a highway of both interstate and intrastate commerce where the two kinds of traffic are interdependent in point of movement and safety, and where the injuries were suffered while the employee was engaged in general work

pertaining to both classes of commerce, whether the particular service performed at the time isolatedly considered is interstate or intrastate commerce, as was held in *Illinois Central R. R. Co. v. Behrens, Admr.*; if the state cannot impose penalties for delay and delivery to a consignee because Congress has acted upon that subject by the passage of the Hepburn Act, as was held in *St. Louis, etc. Ry. vs. Edwards*; and if when Congress acts in such a way as to manifest its purpose to exercise its conceded authority, the regulatory power of the state ceases to exist, as was held in *Adams Express Co. vs. Croninger*, above cited, are we going far afield when we conclude that if Congress decides to regulate a bill of lading from the time it is issued until it is spent it supersedes the authority of the state to control such bill in its transfer from one citizen of a state to another citizen within that state?

Paraphrasing the language of Justice Van Devanter, may not that power of Federal control be exerted to secure the safety of the property transported therein, no matter what may be the source of the danger which threatens, whether it be by transfer or negotiation between two parties residing in different states, or in the same state, can we not say, again borrowing the thought of the learned justice, that it is no objection that the dangers in-

tended to be avoided arise in whole or in part out of matters connected with interstate commerce?

Would it not be hypercritical to say that the bill of lading thus relating to interstate shipments is valid and binding on all parties concerned from the day it is issued to the day it is spent, and subject to the control of Congress at all times save only when it is transferred or negotiated by or between two citizens within the same state? Is it sound to say the Federal law can regulate its issuance and operation before it is thus transferred or negotiated between two citizens of the same state, and resume its jurisdiction immediately after it is thus transferred or negotiated between them, provided the subsequent transfers or negotiations shall be between citizens of different states? Must Congress after it has assumed jurisdiction surrender it for a moment of time to the state authorities only to resume it again after a certain contingency? If so, what becomes of the doctrine of our Supreme Court that when Congress does legislate upon a subject its act supersedes any and all state legislation on that particular subject.

A careful study of these decisions of our Supreme Court forces me to the conclusion that the constitutional objection raised to the bill is not worthy of serious consideration.

Grades for Commercial Corn

Advance Notes on a Manual in Course of Preparation by the Department of Agriculture—
Dr. J. W. T. Duvel, as Author, Presents the Government
Requirements for Corn Tests

By WALDON FAWCETT

AFTER many unexpected and prolonged delays the U. S. Department of Agriculture will issue this month its initial manual on "Grades for Commercial Corn." This publication has been awaited with no little curiosity in the grain trade ever since Uncle Sam launched his grain standardization scheme by promulgating on January 3, 1914, grades of corn which duly took effect on July 1, 1914. The first edition of the bulletin on corn grades will be about 67,000 copies. Copies will be sent at once to all names on the Department's lists of grain dealers, elevator proprietors, etc. Other interests in the trade that desire copies of the booklet can obtain them free by application to Washington.

This first official pronouncement on the subject of the grades for commercial corn is from the pen of Dr. J. W. T. Duvel, Crop Technologist in charge of Grain-Standardization Investigations, U. S. Bureau of Plant Industry. Much of the basic material embodied in this bulletin was in shape for publication months ago, but was held up when it appeared that there was a possibility that Congress would at its last session pass the Moss Grain Grades Bill. Such legislation would have made it necessary to have the corn grades formally adopted and endorsed. Now, however, the proposed legislation, even if enacted early in the session of the new Congress, will probably not take effect for a full year, hence it has been decided to make public the instructions as to how the various factors of the corn grades should be determined. The object of the detailed explanations embodied is to enable producers, dealers and consumers throughout the United States to fully understand the correct interpretation of the Government corn grades.

Dr. Duvel says at the outset of his presentation: "In the practical application of these grades it is fully appreciated that even with definite limits for the most important factors points will arise on which the best of experts may differ. For example, there are all degrees of damage and wide variations in color, so that some arbitrary line must be drawn as to what shall be considered as commercially sound or what shall be considered as white or as yellow. Similar conditions exist on other points. It is believed, however, that

by the honest adherence to the instructions differences in grading will be reduced to a minimum and that the grades can be uniformly applied throughout the United States.

"While these explanations are given somewhat in detail and definite limits have been fixed for the more important factors, it is not contemplated that actual determinations shall be made in the grading of every lot of commercial corn. In a large number of cases a competent and experienced inspector or grader, after he has once become familiar with the various limits fixed and established in these grades, can estimate the percentage of the various factors with sufficient accuracy to determine the grade thereof on the basis of his judgment."

On the subject of securing a representative sample from the bulk, Uncle Sam's booklet of advice to the grain trade will say: "In the grading of commercial corn no factor is of greater importance than the securing of a sample representative of the bulk. Likewise, no factor is more frequently neglected. In the application of these grades to car-lot shipments of corn it is recommended that not less than five probes with a suitable grain trier be taken in such a way that the composite sample thus secured will represent the average of the car as nearly as practicable. On cars not uniformly loaded such additional probes should be made as in the opinion of the sampler may be necessary to secure a representative sample. In cars that show distinct evidence of having been 'plugged' and in all cases of marked variation in the quality or condition of the corn in different parts of the lot being examined, a separate composite sample should be taken to represent each such portion.

"If only a part of the grain secured by the various probes is taken to a central office for more careful examination and final grading, the mixing of the individual sample at the car should receive most careful consideration. Very satisfactory results can be secured by emptying the contents of the trier each time on a piece of canvas and, after all probes have been made, thoroughly mixing the samples on the canvas, finally rolling the sample on the canvas, somewhat as an expert would roll a cigarette, except that the canvas

should be held by two opposite sides, which two sides should be securely fastened to a stick or rod. The larger composite sample can then be readily divided into two approximately equal parts by seizing the fold of the canvas from beneath with the thumb and index finger; then, emptying one portion into the car, the other is retained for the office sample.

"Representative samples can not be secured by emptying the contents of the trier, after each

what remains of the sample after removal of the cracked corn, foreign material, dirt, etc.

"The sieves for screening the samples," states Dr. Duvel, "should be made of metal perforated with round holes. The holes in the upper or first sieve should be one-quarter of an inch in diameter and the holes in the lower or second sieve nine sixty-fourths of an inch in diameter. The thickness of the metal should be from 0.025 to 0.035 of an inch. Round sieves from 10 to 12 inches in

erage of two tests, one showing 19.3 per cent and the other 19.4 per cent, the true average would be 19.35 per cent, but when used in connection with these grades the moisture content should be recorded as 19.3 per cent and not 19.35 per cent. Likewise, in single tests any reading in the second decimal place may be ignored in moisture determinations. It is explained that owing to the numerous methods of making moisture determinations, and the wide variations in the results obtained by the different methods, it has been found desirable to adopt as standard the method originated some time since in the Department of Agriculture and the tester invented by government experts,—the patent on which tester has been dedicated to the public so that it can be made or used without payment of royalty by any citizen of the United States. However, it is made clear that it is not intended to put a ban upon the use of other methods of making moisture determinations so long as the results are corrected to conform to those secured by the standard method.

One of the most interesting features of this new handbook which Dr. Duvel has prepared for the use of the grain trade and allied interests is a plate or illustration wherein an attempt has been made to show in natural colors some two dozen types of kernels which should be classed as damaged. The types of damage portrayed range all the way from badly "silk-cut" kernels to very badly "cob-rotten" kernels. The types also include badly shriveled kernels which have failed to ripen. No heat damaged kernels are shown in the colored plate but it is declared that: "Corn which has become discolored as a result of heating due to fermentation or fire damage shall be classed as 'heat damaged.' Badly discolored and darkened kernels shall be classed as 'mahogany' corn."

Prescribing as to the determination of damaged corn the bulletin soon to be circulated says: "The quantity that remains after removing the foreign



TYPICAL CLASSIFICATION OF SCREENINGS FROM CORN

1. Foreign Material in Corn, Dirt, Chaff, Etc. 2. Skeleton Kernels. 3. Coarse Material, Must be Picked Out
4. Small Whole Kernels Which Pass Sieve. 5. Cracked Corn

probe, on top of the grain, then roughly mixing and taking a portion thereof, usually including a part of the surface corn, as a composite sample for the basis of grading. Such samples not only fail to represent the bulk, but are misleading, especially from the standpoint of dirt and cracked corn. Likewise, composite samples made up by emptying only a part of the contents of the trier into the can or sample bag can not, as a rule, be considered representative.

"In the sampling of large lots of grain, such as occur in the loading of steamers, at least one representative sample made up of a series of samples from the various drafts should be taken for each 5,000 bushels.

"In the sampling of ear corn, where the moisture content is the important factor, at least 20 representative ears should be taken at random for each 1,000 bushels. In wagon lots of 100 bushels or less, at least 10 representative ears should be selected for test. In all ear-corn samples where it is impracticable to shell completely all of the selected ears an approximately equal portion should be shelled from the same point or points on each ear. A simple and satisfactory method is to break the ears near the middle and then shell from the broken ends. In ear corn the damage can usually be very closely estimated by classifying a limited number of ears, but for a more exact determination it will be necessary to shell the selected number of ears completely and determine the percentage of damaged kernels in the regular manner."

The Federal authority emphasizes that care should be taken to see that the samples used for detailed analysis are representative of the larger sample as drawn from the car or other bulk. Reference is made in this connection to the new sampling or mixing machine described and illustrated in the last number of the "American Grain Trade." It is specified, also, that samples taken from the car or other bulk on which the grading is to be based should consist of not less than one quart of shelled corn. Samples for the more detailed analyses, taken from the larger sample representing the bulk, should contain 100 grams for each single test for moisture content; not less than 100 grams of screened corn for the color test; and at least 200 grams of the carefully mixed sample for testing for cracked corn and foreign material, dirt, etc. Tests for damaged corn should, it is stated, preferably be made on the whole of

diameter or rectangular sieves 9 by 11 inches have been found very satisfactory and easy to manipulate. For the most efficient work, the two sieves with the bottom pan should be made to nest, so that all screening can be done at one operation. It is recommended that the sieves be made of brass, aluminum or other suitable metal, pressed from one piece, although sieves made by



NEST OF SIEVES USED IN GRADING CORN

soldering or nailing the perforated metal to any suitable frame will give satisfactory results if kept in good repair."

With reference to moisture tests this new book of instruction says: "In determining the moisture content, it is desirable that all important samples be tested in duplicate whenever practicable, and the final result based on the average of the two tests. Results of tests need not be expressed closer than one-tenth of 1 per cent, and the grain should be given the benefit of the doubt in computing averages. For example, in taking the av-

material and 'cracked' corn. In order to simplify the determination for damaged corn and to avoid a double penalty, the damaged 'cracked' corn, as used in these grades, shall be considered simply as 'cracked' corn; that is, the small quantity of damaged 'cracked' corn should not be picked out after screening and classified as a part of the damaged corn. An excess of damage in the 'cracked' corn will be evidence of a willful adulteration and a percentage of damage should be made on the screened sample, preferably by using the entire violation of general rule No. 10 of the grades."

It is stipulated that foreign material, including dirt, pieces of cob, other grains, finely broken corn, etc., should include not only material that will pass through the sieve with holes nine sixty-fourths of an inch in diameter, but also the coarser foreign materials. This latter, it is stated, can be taken out quickly by hand-picking after the finer material has been removed by screening. Under rule No. 9 all coarsely broken pieces of kernels that will pass through the metal sieve with larger holes, that is the first sieve, and are retained on the second sieve are considered as "cracked" corn. However, Dr. Duvel now explains that it is not intended that all material remaining on the second sieve under such circumstances shall be classed as 'cracked'. All small whole kernels which will go through the first sieve should be picked out after screening and classed as whole corn. Any other grains, pieces of cob, etc., remaining with the 'cracked' corn on the sieve with the smaller holes should, in similar manner, be picked out and added to the dirt and other foreign material.

A second color section in the bulletin shows twenty-seven "types of color" in corn just as twenty-six "types of damage" are likewise shown in colors as mentioned above. In explaining the object of the insertion of the color chart Dr. Duvel says: "Difficult problems arise in dealing with special types or varieties of corn or with indi-

vidual kernels such as 'straw-colored', 'red-cast' yellow, etc., which are difficult to classify. At most such classifications can be only arbitrary and in keeping with the best commercial practices. In order to bring about the greatest uniformity of application some of the more important types of kernels, from the standpoint of color, are shown in natural colors as nearly as it is possible to reproduce them." Kernels with a tinge of pink over white have not been shown in the color series, but Dr. Duvel notes that they should be considered on the same basis as straw-colored kernels—that is where the pink color is only very slight they may be classed as white; otherwise they should be eliminated. Among the well-known types pictured in the color chart are white corn and yellow corn in numerous variations, white-capped pale yellow, pale yellow of the lowest type, "red-cast" yellow of the most pronounced type, etc. Dr. Duvel gives the advice that: "In most cases when examining white corn it will not be necessary to make weighings unless there are more than five kernels of corn of other colors, and on yellow corn, unless there are more than twelve kernels of other colors in a 100-gram sample, as five kernels will usually be less than 2 per cent and twelve kernels less than 5 per cent,"—the quantities or margin allowed in the case of white corn and yellow corn respectively under the corn grades.

opening which is hard to patch, while the burlap sack usually tears straight, and may be mended without great difficulty. That is one of the little points which have developed to make the dealers less inclined than they might be otherwise to encourage the introduction of cotton sacks.

The branding question is an interesting one. Undoubtedly a brand shows up better on a nice white cotton sack than on one of burlap; but, on the other hand, after the sack had been dragged around over dirty station platforms, in freight cars which have contained all sorts of substances, some of them greasy and otherwise objectionable, the sack reaches destination in a much less immaculate condition than when it was started on its journey, and the brand of course does not make as good an impression as it did originally.

But owing to the advertising value of the brand, and the fact that branding and the development of trademarks have been given more and more attention in the trade of late, the cotton sack is almost sure to be given support on this account. The dealer with a private brand that he wants to advertise to his customers, moreover, is going to appreciate a cotton sack much more than the distributor who is not giving that phase of the business any attention, and who wants burlap simply because he has become accustomed to it.

Some members of the sack trade seem lukewarm on the subject of the cotton sack, in spite of the fact that handling burlap is unsatisfactory in many ways. For example, it takes several months to get delivery on burlap, and since the war began many concerns have had to pocket losses caused by a decline in values after the placing of their orders. Prices have been going up again during the past six months, and later deliveries have enabled them to break even; but with this speculative feature in evidence, it is plain that the concern making burlap sacks is put at a disadvantage in a good many ways. It can get cotton cloth whenever it wants it, however, and hence it would appear to be good business on the part of the bag dealers to encourage the use of cotton sacks, and to get away entirely from the use of burlap.

One reason why some of them may not be boosting cotton, however, is suggested by a study of second-hand values. The cotton sack hardly ever comes back in the trade, and would probably have little value as a used package. The burlap sack, on the other hand, is bought from the consumer for a few cents, and after being put in condition for a second use brings, ordinarily, almost as much as a new sack. Right now second-hand burlap sacks are dull, and are selling four cents under the new sack market, due, some of the sack men believe, to the educational work which has been done in favor of bright, attractive new packages. But, at the price at which second-hand burlap sacks may ordinarily be bought and sold again, there is enough profit in this end of the business to explain a desire on the part of handlers to see this feature of the trade continued.

Used cotton sacks, as a matter of fact, are being used for a great variety of useful purposes in the South. Many of them are being turned into towels, while others are being cut up for clothing. The cloth from which the sacks are made is really a good grade of sheeting, and is just as good looking as some of that from which the justly famous Palm Beach suits of the \$9.99 type are made. It is probable that many of the negro plantation workers in the South are sporting cotton suits made from sacking, and finding the numerous advantages of a light wash suit, with or without the seal of approval of the dusky four hundred.

Prices right now are very favorable to cotton sacking, burlap bags selling at about 13 cents and cotton of a good grade for nine. As long as the war lasts, this will probably continue, as the Allies are taking millions of burlap sacks from India for use on the battlefields, fortifications built up of sand bags requiring their use in large quantities. The end of the war, however, is likely to be a signal for the bottom to fall out of the burlap market, and at the same time for a heavy demand for cotton abroad to shoot up the price of the cotton and sacks.

The Cotton Bag in the Grain Business

The Growth of the Cotton Sack Movement—Its Advantages and Disadvantages—The Effect of War on Packages—Advertising Value of Cotton

By G. D. CRAIN, Jr.

WHEN the war struck the South and piled cotton bales mountain high at compress and warehouse points, one of the first solutions suggested was that the South use more cotton products; and out of this idea came the movement to replace burlap sacks, to as large a degree as possible, with packages made of cotton.

The suggestion was regarded as a sensible one, and was received with interest, if not enthusiasm, on the part of the trades affected, as well as the general public. Now that the immediate needs of the South have been met, and the cotton market is more favorable to the seller, it is interesting to look about and see what has been done in the direction of putting the cotton sack into the field as a permanent feature of the grain business.

Inasmuch as the South is a big consumer of grain brought in from the outside, and inasmuch as the cotton sack movement was started to help the South, principally, conditions as they exist in a Southern market will perhaps be as suggestive as any.

The writer walked into the office of a prominent Louisville grain concern recently, and found what looked like a pile of Palm Beach suits in the making on a large table. The manager of the company was going over them much as a tailor might finger the fabrics which his hired men were fashioning into garments for the elite.

"No, I haven't left the grain business," he replied in answer to a question. "These are cotton sacks of various kinds and descriptions, which we have received from the manufacturers as part of our plan of experimenting to find a cotton sack that will make good."

Then he picked up a sack which had evidently seen better days. It seemed hardly stronger than cheesecloth, and had been mended across the top. It seemed that it had failed to hold after being filled, and had been ruled out after a short experience. The grain men and their customers dropped the cheap sacks of that kind in short order, and began looking about for a more serviceable kind of cotton container.

"When the proposition was first agitated," said the grain dealer, "the idea was to get a cheap sack. With this in view, the sack people turned out a package that they thought would answer the purpose, and which could be made at a price which it was

felt would be attractive to the trade. The price was all right, it is true, but the sacks were not. So we had to begin all over again."

It proved to be particularly unfortunate that the initial attempt to introduce the cotton sack failed because of lack of quality, inasmuch as some sort of test might easily have been arranged by the bag concerns. As it was, the lack of efficiency which they displayed not only made it much harder to carry on the work of introduction, but furnished an excuse which many of those opposed to the new package have not been slow to make use of.

In fact, the use of the cotton sack has given some buyers, looking for an opportunity to cancel orders, a loop-hole by means of which to get out of their obligations, if it did not happen to be convenient for them to take the grain. In such cases they insisted that their trade did not want cotton sacks, and that they would be unable to take the shipment for that reason. This did not happen only in the grain business, of course, but in other lines where an effort has been made to introduce cotton for packages: the produce trade, for example.

When the sack manufacturers and the grain dealers found, however, that the original sacks introduced were too weak to handle the grain, a change of policy was made, and a better-grade sack put on the market. The package made with the cloth of the Osnaburg type, referring to the special weave which distinguishes it, is being given chief attention just now, and owing to the fact that the yarn in the cloth is a harder twist than the other variety, it is giving much better satisfaction. In fact, the bag men are now willing to guarantee their sacks, having evidently tested them out, and having found that a little better sack would carry the grain all right.

It is of course difficult to change trade customs, especially in a short time, and it has not been altogether easy to get the cotton sack into the good graces of feed dealers and other buyers of grain in sacks. One legitimate objection has now been removed, inasmuch as better sacks are being provided; but the dealer who found that his customers received a lot of torn sacks, with much of the grain lost, naturally accumulated a prejudice against cotton which will last him for some time to come.

The cotton sack often tears with a triangular



The KANSAS CITY HAY MARKET

The WORLD'S GREATEST HAY CLEARING HOUSE

I WASN'T on hay business at all; it just happened. Over on the Kansas side I got in and gave the man the Missouri address I wanted to reach. "I'll take you the short cut, boss," he said, as he cranked up. We approached a maze of tracks and suddenly stopped. "Boss," he confessed, after a careful survey of the damage, "I reckon you all will have to walk. Dis yar palatial transport am stuck." Now wasn't that some name for a jitney bus with the blind staggers?

"Where are we?" I asked, after getting rid of some other language that need not be repeated. "Dis am de hay yard," he said.

The Kansas City hay yards! I had never seen them, nor had any idea of what such a place would be. My hay had always been delivered in a dinky cart by a German person who stuttered, so that conversation on the subject had been discouraging, even if I had given it thought, which I hadn't. But here was a new aspect of hay. In front of me stretched long wagon lanes, flanked on each side by freight cars, hundreds of them in solid ranks of commercial power. Many of the cars were open and in front of each door was a high pile of bales with moving figures on every pile, hauling, checking, marking,—each doing his part in the complex system of the greatest hay market in the world.

In the face of this tremendous current of traffic of which I had seen before only the ripple on a little bayou, the imagination was stirred and interest aroused as it had not been for many a day. My business was forgotten, and I thanked that ornery black chauffeur and his "palatial transport" for this opportunity to see at first hand the movement of hay in its initial magnitude. The result

of that day of questions and replies is here set down in the hope that it may interest others as it did me.

KANSAS CITY THE GATEWAY FOR HAY

Naturally the first question which suggested itself was: How does Kansas City happen to occupy this exalted place in the hay trade of the country? Replies came eagerly from many quarters, and indeed the explanation is simple and quite obvious. It is on the threshold of the prairie, on the very shore of that sea of grass which feeds so much of the livestock of the world. It is in fact like the hub of a great wheel whose spokes on one side represent the lines of hay cars from the farm to the market, and on the other side the great arteries of trade which carry out the hay, north, east, and south to the consuming centers of the world. The rim of this wheel is bounded on the west by the Rocky Mountains, and its distributing side is bounded only by the farthest market where hay is needed. There is no mystery about it, for Nature picked the place long before man saw the design and set about improving it.

But it is one thing to have opportunity knock at the door, and quite another to open the portal and show it hospitality. And this brings us to a brief consideration of the Kansas City Hay Dealers Association.

HISTORY OF THE MARKET

The hay trade of the country as a whole has been curiously indifferent to the power of co-operative effort, particularly in the matter of market organization. In this Kansas City stands out a conspicuous exception, as for years it stood alone as our only organized exclusive hay market. In

this forehandedness as much as in its geographical location, lies its pre-eminence.

A receiving market stands or falls on a single word. That word is "Service." To the extent that it can give shippers and buyers good service in rates, weights, inspection and prices, will it progress and no farther. This service cannot be brought to its highest point of efficiency by individual effort, and 22 years ago the hay dealers at Kansas City realized the fact.

On April 10, 1893, about 50 dealers, responding to a call from a few progressive spirits, met at the Midland Hotel and organized the Kansas City Hay Dealers Association. J. B. Spellman, the pioneer dealer in the community, was elected president and Charles Greicher was the first secretary.

The value of the Association was demonstrated immediately. An organization known as the Hay Exchange had been organized by some stock yard people seemingly for the sole purpose of exploiting the business which the hay dealers had been building up. They built a warehouse that would hold about 1,500 tons of hay, and the railroads helped the plan along by issuing an order not to allow any hay to stop on team tracks. All the receivers had to pay the Hay Exchange 50 cents per ton for handling the hay, and if the hay was not removed within 10 days there would be a further charge of 25 cents for each additional 10 days.

This was very pleasant in theory for the Hay Exchange, but as a matter of fact, they could not make deliveries and so the Hay Dealers' Association took it up with the Railroad Commission who ordered the railroads to set the hay on team tracks. This put the Hay Exchange out of busi-



GROUP OF CAR PLUGGERS AT KANSAS CITY

ness and stimulated the Association to further effort. The lesson of co-operation had been learned.

The next step that the Association took was to put in three sets of team track scales for the use of members, and within a few years an inspection service was organized which marked the real beginning of that efficient system which has put the Kansas City market in the lead.

In 1899 a constitution and by-laws were adopted and were amended in 1904. These rules were mile stones in the path of progress, and were the substantial basis of the splendid rules which govern the market today. During all these years the railroads had made frequent attempts to raise the rates or to increase the minimum car weight. But in every emergency the Association was on the job and induced the Interstate Commerce Commission to frustrate the attempts. But the most threatening catastrophe occurred in 1905 when the state of Missouri passed a law to inspect all hay offered for sale in Missouri. A state inspector was appointed, but the hay men refused to pay for the inefficient service offered. The next year G. Peters, who had been inspector for the Association, went into the state service and matters looked very gloomy until 1907 when Mr. Peters was elected secretary of the Association to fill the vacancy made by the resignation of E. R. Boynton, and at the same time took up inspection again for the hay dealers. The next year the state of Missouri sued a member for back bills for inspection. The suit was thrown out on demurrer and as a result state hay inspection went out of business.

From this time on, through the activity of successive presidents and the devotion of Secretary Peters who has continued in that office, the Association has gained in strength and prestige. The successive presidents of the organization have been: J. B. Spellman, J. A. Brubaker, R. C. Menefee, B. F. Tyler, P. E. Drought, J. B. Robinson, C. D. Carlisle and B. M. Huffine. Since 1912 Mr. Tyler has served continuously as president besides the four terms he served before that year. The secretaries have been Charles Greichar, H. J. Schilling, S. R. Guyer, J. M. Axley, J. T. Woolsey, J. W. Lowe, E. R. Boynton and G. Peters.

The Association is indebted to all of these men for their unflinching devotion to its interest, and in addition the work of E. F. Edgecomb might be mentioned for his efficient services in handling various railroad perplexities that came up in the early days of the Association. The membership is limited to 60 and at the present time each one is valued at \$800.

The present officers are: B. F. Tyler, president; John North, first vice-president; E. B. Bruce, sec-

ond vice-president; G. Peters, secretary and chief inspector; Charles Lynch, chief weighmaster; and directors, B. M. Huffine, W. H. North, N. C. Campbell, Bert Sheldon, F. W. Taylor and W. Warren.

RULES OF THE ASSOCIATION

The rules of the Association have grown through a process of elimination and addition, till they are models for strict justice and fairness between buyer and seller. Every provision is made for the protection of the interests of shippers, and the spirit as well as the letter of every rule is religiously adhered to.

One rule that is distinctive to this market relates to the plugging of cars for inspection. Plugging is the process of excavating a lane through the center of the car so that the hay from end to end can be inspected. Paragraph C, Rule 3, Section 2 reads as follows:

A regular inspection means that the Inspector shall inspect a car on the plug. He shall examine all the hay, or straw, taken out of the car and shall get up into the car that he may see all the different kinds shown and note their condition, in order that his inspection shall be thorough, complete and impartial, and about which there can be no mistake or question, and shall register the grade in the regular inspection column of the inspection book.

The plugging, weighing and warehouse rules are very specific and exacting, and the liability of error in every department of the service is reduced to a minimum which is almost negligible.

The day's routine at the yards is interesting, particularly to shippers, for it shows with what care all these details are attended to.

At 6:30 in the morning the weighmasters are on duty at the "Katy" tracks, and at 7:00 weighmasters, watchmen, pluggers and inspectors are at their places in all the yards ready to start in the business of the day. The watchmen locate all new car arrivals on the inspection tracks, mark the car with consignee's pro number and make a record of number, initials, track number, name of consignee, condition of car and whether full or not. This information he gives to the weighmaster under whom he works, and before eight o'clock reports all cars to the secretary of the Association. He sees that each new car is opened and properly plugged for inspection, if the weather permits.

The inspectors are in all the yards at the stroke of seven and immediately begin going through the plugged cars to grade the hay that they contain. Practically the entire contents of the car is inspected. The advantage of this method over the car door inspection is obvious. Rain or dampness may stain the hay next the door and a car of choice alfalfa might get only a standard grade or No. 1 Prairie a lower grade, if the bales at the door alone were inspected. While this method protects the buyer against a dishonestly loaded car, the greatest advantage in the system accrues to the honest shipper who can be sure that his hay will be graded to its full value.

Before the Association took hold of the methods of trading in hay on the market, car door inspections and sales were made. This led to frequent rejections by purchasers and consequent resales at greatly reduced prices. It became evident that to build up the market this trouble must be obviated. From this sprung the system of plugging cars, which has resulted in the most satisfactory method of marketing hay known. A car which is sold on "plugging" examination is the property of the purchaser without recourse, except in flagrant cases of misrepresentation in loading. Fully 95 per cent of the cars now handled here are unloaded at a uniform price of 85 cents without car service charges. This record cannot be approached by that of any other market. This system has been built and it is being maintained at considerable expense by the Association. It has saved shippers thousands of dollars.

But these employes of the Association are not the only ones who are down to work at an early hour. Hay trading isn't like banking, where all things come to him who waits. If a hay dealer wants business he must be up with the birds, for the competition at the yards is sharp, and late comers lose the choice pickings both of sales and



CHIEF INSPECTOR G. PETERS INSPECTING A PLUGGED CAR

purchases. The traders, armed with their notifications of arrivals, and purchasing orders, make the rounds of the yards, giving a certain amount of time to each one. A dozen dealers may have orders for certain grades of hay and the bidding for that grade is as keen as possible. There is nothing cut and dried about it, the whole business is open and strictly competitive and every shipper can be assured of as high a price for his shipment as the demand of the market will warrant. Of course there are times when there is a surplus of certain grades. Then the market sags. But the traders are not responsible; they must follow the inexorable law of supply and demand, but so far as far-reaching system can control, the hay market of Kansas City is in a position to give its patrons the very best of the market.

THE VOLUME OF BUSINESS

An idea of what this system means can be gained by a glance at the figures for the past three years, covering the receipts of the different kinds of hay. In 1913 there were received at Kansas City 13,128 cars of prairie, 9,270 cars of alfalfa, and 1,908 cars of timothy; in 1914, 13,064 cars of prairie, 11,270 cars of alfalfa, 1,401 cars of timothy; in 1915, up to June 15, 9,587 cars of prairie, and 492 cars of timothy. The mixed clover and straw aggregated 1,272 cars in 1914, and for that year the total receipts were 316,092 tons. This hay comes from Kansas, Oklahoma, Nebraska, Missouri, Colorado, Utah, Wyoming, Idaho, New Mexico, Texas, Iowa, Montana, and even Wisconsin and Michigan. It is distributed to every state in the South and East. The development of outlets for this great volume of hay shows the great ability of the Kansas City dealers and the splendid results of their inspection and handling systems. The latter are unsurpassed.

The railroad facilities of Kansas City give the traders there an advantage over all but two or three markets in the country. Sixteen trunk lines converge at this point, besides numerous branches. These lines reach by direct routing to the farthest bounds of the country. At first the roads were rather averse to handling hay, but as the magnitude of the business was gradually impressed upon them, they have cooperated fully with the Association. In the past ten years the capacity of the hay tracks has been doubled. At the present time a total of 700 cars per day can be handled. The various hay yards are laid parallel, the Santa Fe having a capacity for 150 cars, the Missouri Pacific for 120, the Union Pacific, Rock Island and Frisco for 75 cars each, and the other roads for lesser numbers.

PRAIRIE AND ALFALFA HAY

The hay trade of Kansas City has grown largely with the increasing popularity of prairie hay and alfalfa. The hay baler has also much to do with the growth of the hay business throughout the country, but the energy of Western shippers in advertising the value of prairie hay and encouraging the growth of alfalfa has been the great factor in making Kansas City the hay center of the country.

Prairie hay is native to the plains. The feeding value is not so great as that of the legumes or timothy, and for many years it was set at a much lower estimate than it deserves. Now, however, thanks to the consistent pressure of good advertising, it has gained the recognition and commands a price commensurate with its value. From offerings at \$2 per ton with little demand in former years, prairie reached as high as \$24.50 in 1912, and holds a place consistently at about \$2 to \$4 under timothy and alfalfa.

Alfalfa deserves far more space than we have at our disposal, for it is unquestionably the king of hays, in feeding value, productiveness, soil up-building and economy. It ranks with wheat bran in protein content and mixed with a corn ration is the greatest feed in the world.

The history of alfalfa is interesting, but its familiarity makes it unnecessary to repeat it here. Although one of the oldest feeding stuffs known, if we may believe the archeologists and ancient historians, its use in this country is of recent ori-

gin, and even yet is not so widely grown or used as its value warrants. Each year, however, sees an increased acreage and greater popularity among feeders, so that the Kansas City market, which has been foremost in developing knowledge and interest in the legumes, will continue to reap the benefits.

The largest handlers of alfalfa in the world are at Kansas City, and if the market had no other mark of distinction than this it would always be famous as the first to welcome and nourish alfalfa.

THE LIVE WIRES ON THE MARKET

And now after considering a few of the many interesting things about the Kansas City hay market and the Association—the things that have contributed to the growth and success of the market, we come to what is after all the greatest factor—the personnel of the market, the men them-

their place among the leaders in the trade on that market. For 12 years W. H. North has been a director of the Association, and at the present time John is first vice-president of the organization.

They are among the largest receivers and shippers in the market, making a strong bid for first place among the alfalfa handlers. They operate a warehouse having a capacity of 2,500 tons of hay, and have a large force of buyers and salesmen constantly on the road arranging for future business. The firm has long enjoyed a reputation for stability and financial strength, and has many de-

CARLISLE COMMISSION COMPANY

ALFALFA is so closely associated, in the minds of many people, with the Carlisle Commission Company that they might easily gain the impression that the firm handled nothing but this wonderful legume. Of the 9,000 cars of hay which Mr. Carlisle handled last year,



selves who have supplied the brain and energy that have coordinated all of these physical advantages into a unit of strength. In every association certain figures stand out with special prominence. They are the men of broad vision who appreciate that the time and labor utilized in building up the market as a whole, helps each individual to just that extent. They have learned that purely selfish policies, which may contribute to their temporary gain at the expense of someone else, are, after all, only limiting their usefulness to their patrons and restricting their points of contact for future business. They are the men who do things, and who count each patron as a friend.

NORTH BROS.

MANY successful hay dealers look back upon the days when they began to absorb a knowledge of hay in the broad meadows of the farm where they were raised. John and W. H. North, comprising the firm of North Bros., are of these. The prairies of Illinois gave them birth and tutored them in that intimate knowledge of hay which they have put to such good use.

In 1886 the two brothers went to Chetopa, Kan., where they organized the firm and engaged in shipping hay. This business they conducted successfully until in 1902, a broader field attracted them and they came to Kansas City and soon took

about half were alfalfa, so there is reason to connect the two together. But there are other reasons for identifying Mr. Carlisle with alfalfa. He received the first carload of the hay ever shipped to Kansas City, and was instrumental in 1911, in inducing the United States government to try alfalfa for feeding purposes. Within the last month the company sold to the government 3,000 tons of alfalfa to be delivered to the Canal Zone in Panama.

Charles D. Carlisle was born and raised on a farm near Newton Falls, Ohio. He came to Kansas City in 1889 and became associated with the Western Hay Company. In 1893 the Chesterfield Commission Company absorbed the Western and Mr. Carlisle became a member of the Chesterfield Company. In 1901 Mr. Chesterfield died and Mr. Carlisle took over the business, changing the name a year later to the present title. In the last 20 years he has shipped hay to every state in the Union except Nevada. He operates a number of hay warehouses in the country, and is interested in a number of alfalfa mills and balanced ration plants. He has been president of the Kansas City Hay Dealers' Association and at the present time is president of the Hoof and Horn Club in that city. He is a prominent figure in the business life of the community and his extensive hay connections have made him known to the trade from



THE MISSOURI-PACIFIC HAY YARDS, KANSAS CITY

...to meet. He is a member of the National Hay Association and takes a leading part in the proceedings of each convention. In every line his force, energy and common sense give him prominence and popularity.

HUFFINE & CO.

LIKE many of the other strong firms in the Kansas City hay trade Huffine & Co. was organized in another place and afterward came here to realize the greatest possibilities of their energy and progressiveness. The firm was established in 1885 at Garland, Texas, by B. M. and R. E. Huffine, and came to Kansas City in 1895 where as receivers and shippers of hay, alfalfa and straw, they have become entrenched in a position of constantly growing strength.

The boys were raised on a farm. At the age of 16 years, R. E. Huffine operated a grain elevator at Moundville, Mo., which they still operate together with elevators at Frederick and Davidson, Okla., where the railroad has put in a private switch. They own a 1,000-acre alfalfa farm at Frederick which produces a grade of the legume of the highest quality, and produces four or five

cummings a year. This Oklahoma end of the business is handled by J. T. Huffine, who is also a partner in the company.

Besides the three branch houses in Oklahoma, the company has branches in Missouri, Colorado and Kansas. All of these are in active hay and alfalfa centers and produce a large volume of business for the firm.

The two members in Kansas City are active in Association affairs, B. M. Huffine being a director and member of the Transportation Committee. In all matters leading to civic or market betterment they are with the leaders, and their acquaintance in the hay trade is constantly growing and maintaining its high standard.

TOBERMAN, MACKAY & CO.

WITHIN the wide circles of the hay trade, represented by the National Association and the interstate commerce in hay, few firms are better known than Toberman, Mackay & Co., the Kansas City office of which is so ably presided over by John Mackay, while W. H. Toberman looks after the St. Louis end and acts as president of the Association there. For some years

the firm has sustained its reputation as the fastest growing commission house in America and the distinction has become a by-word in the trade as well as the slogan of the firm. To successfully lay claim to this title is no little achievement for the hay business in the West has increased by giant strides during the last decade and several firms have made notable gains in the volume of their business.

The firm of Toberman, Mackay & Co. was established in St. Louis 16 years ago. Its rapid development and exploration of the hay consuming market prompted the expansion to the immediate center of the great hay producing area, and so in 1911 the Kansas City office was opened and has been in charge of Mr. Mackay and his able corps of assistance ever since.

From the first Mr. Mackay has taken a prominent place in the trade at Kansas City and is at present a member of the Arbitration Committee, the only committee elected by direct vote of the members. By his courtesy, strict integrity and close attention to the needs of his customers, whether they be great or small Mr. Mackay has built up a strong following in the Western office of the firm and is held in the highest esteem by his associates in the Association and by shippers and buyers in the market.

TRI-STATE HAY & GRAIN COMPANY

THE fact that an exclusive hay shipping business can be carried on in much the same manner as by a general dealer who has a personal acquaintance with his trade, provided the right parties are at the helm, has been proven conclusively in the Tri-State Hay & Grain Company, which in the remarkably short period of time of three years, has established an enviable clientele in the non-producing sections.

After years association with his father's firm, J. W. Lowe & Co., pioneer hay dealers of the Kansas City market, Ralph A. Lowe, realizing the possibilities, founded the Tri-State Hay & Grain Company in 1912, and put in practice the theory that one sale must be the medium of those in the future. It was necessary, under the pressure of increased business, to reorganize the firm in everything but policy, which admitted a new member. Mr. P. W. Nye, with former connections on this market. This was done in order that each shipment would receive the personal attention of responsible members of the firm, resulting in this firm from that date being recognized as one of the



ANOTHER VIEW OF THE MISSOURI-PACIFIC HAY TRACKS, SHOWING THE LONG LINES OF PLUGGED CARS

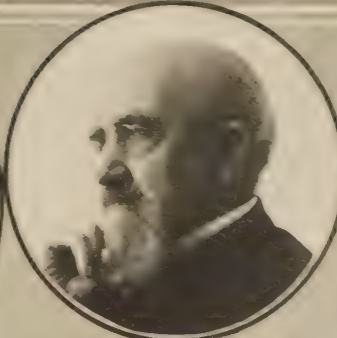
THE AMERICAN ELEVATOR AND GRAIN TRADE



C.L. HARELSON
SOUTHWESTERN HAY & GRAIN CO.



S.R. BAGWELL
S. R. BAGWELL COMMISSION CO.



J. B. SPELLMAN
J. B. SPELLMAN COMMISSION CO.



COURTNEY KELSO
KANSAS CITY HAY CO.



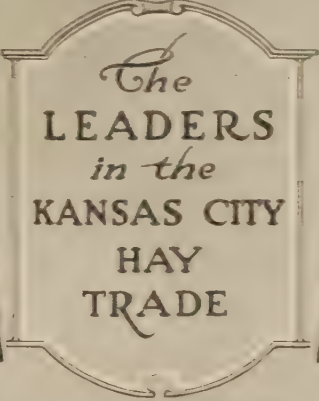
R. A. LOWE
TRI-STATE HAY & GRAIN CO.



WILBER WARREN
KANSAS CITY HAY CO.



JOHN MACKEY
TOBERMAN, MACKEY & CO.



L. L. FUNK
FUNK BROS. HAY CO.



B. M. HUFFINE
HUFFINE & CO.



F. F. BUSHMEYER
E. B. BRUCE & CO.



P. W. NYE
TRI-STATE HAY & GRAIN CO.



C. D. CARLISLE
CARLISLE COMMISSION CO.



E. P. ROSS
AUTO-FEDAM HAY PRESS CO.



H. S. NICOLL
SOUTHWESTERN HAY & GRAIN CO.



W. H. NORTH
NORTH BROS.



V. K. SPELLMAN
J. B. SPELLMAN COMMISSION CO.



C. F. ARNOLD
C. F. ARNOLD HAY CO.



V. FARRIS
SOLOMON VALLEY MILLING CO.



J. A. BRUBAKER
J. A. BRUBAKER & CO.



W. B. POINDEXTER
NORTH BROS.



C. M. FUNK
FUNK BROS. HAY CO.



R. E. HUFFINE
HUFFINE & CO.



J. A. ROSS
AUTO-FEDAM HAY PRESS CO.



SCENE AT THE SANTA FE HAY TRACKS, KANSAS CITY

principal shippers from this market, billing car after car to the same trade. This means, that, even though the advantage of personal acquaintance is not always theirs, the right kind of feeling can exist between seller and purchaser.

B. F. TYLER COMMISSION COMPANY

PRESIDENT B. F. Tyler of the Kansas City Hay Dealers Association, never needs an introduction in any group of hay men. He has served the organization so long and so well that his name and face are familiar to every gathering. He entered the hay business with his brother in 1889 under the name of Tyler Bros., succeeding the firm of Byron Tyler & Co. They handled hay and grain until 1893 when the firm dissolved to be replaced by the B. F. Tyler Commission Company. For 14 years he was located in the Board of Trade Building and dealt largely in grain; now he is in the Live Stock Exchange and handles all grades of hay and straw.

J. A. BRUBAKER & CO.

AMONG the best known hay men anywhere is J. A. Brubaker, of J. A. Brubaker & Co. He established his business in 1881. He is not the oldest acting, but the oldest concern on the Kansas City market. In fact, he is a part of it, and had much to do with the greatness of the market. Mr. Brubaker said he did not care so much for a big hay business as for the kind of business he was doing. In fact, we find for the past five years about half of his time was devoted to the erection and management of the Grand Avenue Church properties, which are valued at a million dollars. He says, of course, he still uses his hay business as a side line. If we had more such men, there would be room for more hay men in Kansas City, as we find he is not so much interested in doing it all as in doing what he does right.

SOUTHWESTERN HAY & GRAIN COMPANY

YOUTH is no longer a term of reproach in business. On the other hand, the interval between twilight sleep and Oslerization is becoming constantly shortened, so that to be the youngest members doing business on the Kansas City hay market is a distinction of which C. L. Harelson and H. S. Nicoll of the Southwestern Hay & Grain Company are justly proud. Both young men are still in the twenties, but both have years of experience in the hay business, and their success measures their knowledge, ability and energy. They do a general receiving business in hay, straw and feed, handling a large volume of alfalfa of which they are producers as well as receivers. They operate a transfer warehouse with a capacity of 25 cars of hay.

Mr. Nicoll came to the Kansas City hay market in 1907 and two years later became connected

with L. C. Worth, forming the Nicoll-Worth Commission Company.

Mr. Harelson was raised on a farm in central Illinois, raised hay and shipped it and in 1904 moved to Pike County, Mo., where the houn' dog came from, and five years later moved to Kansas City, uniting with his friend Nicoll to form the Southwestern Hay & Grain Company. The firm has had a large measure of success and has many warm friends in the trade.

KANSAS CITY HAY COMPANY

SHAKESPEARE said something about the name of a rose which may be true as a general proposition, but nevertheless there is so much potency in the name of Kansas City when associated with hay, that the change of names to the above appellation seems most wise. The Kansas City Hay Company was organized in 1889 by E. R. Boynton under the title of the Union Hay Company. The following year Mr. Boynton became associated with Wilber Warren and the firm name was changed to the Wilber Warren Commission Company, which continued until 1893 when Mr. Warren and Courtney Kelso reorganized the firm under its present title.

Before coming to Kansas City Mr. Warren was a shipper to that market, having done business with J. B. Spellman since 1885. The firm

now operates a warehouse in Kansas City with 150 cars capacity, and does a general receiving and shipping business in hay and straw. It is one of the substantial and progressive firms of the market.

DYER BROS.

UNLIKE an ordinary mercantile business, where customers come to trade without knowing anything about the members of a firm, a hay business is built up largely on personal confidence and esteem. Where the competition is so keen in the large markets a customer must be completely satisfied or he goes elsewhere. This is the reason that the firm of Dyer Bros. is so gratified by its marked success. It is a young firm, only two years old, but J. E. Dyer, the senior partner, has been connected with the Kansas City Association for 12 years, during 10 years being associated with E. B. Bruce in the firm of Bruce & Dyer, and his personal friendships in the trade were strong enough to bring the new firm of Dyer Bros. over 4,000 cars of hay business during its second year. In the words of the poet: "That's going some."

H. A. Dyer, the junior, for 10 years was manager of the Kansas City plant of the National Packing Company, and had an extensive acquaintance on the Kansas City market and through the shipping districts as well. The firm keeps a large force on the road, and confidently expects a continuation of its phenomenal growth.

FUNK BROS. HAY COMPANY

PREVIOUS to the formation of the firm of Funk Bros. Hay Company in 1912, C. M. Funk, the senior member of the firm, was operating on the Kansas City market for about seven years. He formed a considerable acquaintance with shippers during that time, and these friendships have been greatly extended since the organization of the firm.

L. L. Funk, the other member, was for years a salesman for the Deere Harvester Company, and had a personal acquaintance with a great number of hay growers in the territory leading to Kansas City. The combination has proved a strong one and the firm has enjoyed steady growth and prosperity. They handle all kinds of hay and straw.

AUTO-FEDAN HAY PRESS COMPANY

ANOTHER of the active hay firms now at Kansas City which started outside of that market as a shipping company, is the Auto-Fedan Hay Press Company, doing an extensive receiving and shipping business in all kinds of hay and straw, as well as manufacturing the well known hay press.

A. G. Ross and E. P. Ross began shipping hay



THE OTHER END OF THE SANTA FE HAY TRACKS

from a farm near Emporia, Kan., and later engaged in the receiving and shipping business at Topeka. Four years later they dissolved and came to Kansas City and opened their offices and demonstration rooms at 16th Street and Wyoming.

In addition to the hay business the firm manufactures the Auto-Fedan Hay Press, the factory being at Rosedale, Kan. There are over 2,700 of these presses in operation on farms and receiving stations in all parts of the country.

E. B. BRUCE & CO.

MANY Kansans remember the days when the pioneers made their journeys over the prairies in ox-drawn wagons, traveling in companies for protection against Indian raids. E. B. Bruce, of E. B. Bruce & Co., made his entry into Kansas in this fashion as a boy when his father left the farm near Fond du Lac, Wis., for the western prairies. He started his hay career on the Kansas City market 27 years ago, coming from the

H. B. Arnold and C. F. Arnold, Jr., who figures as the "Company." They make a specialty of timothy hay and have a large share of that business on the market, shipping largely to southern and southeastern consuming markets where timothy is much in demand.

The methods by which the firm conducts its business are highly satisfactory to shippers and buyers, many active accounts on the firms books dating from the organization of the company.

J. B. SPELLMAN COMMISSION COMPANY

J. B. SPELLMAN Commission Company are the pioneer hay handlers on the Kansas City market, the business being established in the summer of 1875 by J. B. Spellman, and has continuously engaged in the handling of hay on this market. They received the first car of baled hay shipped to this market and have built up a large acquaintance throughout the hay belt tributary to this market, resulting in many staunch admirers of

tion to this department and their many satisfied customers testify through the rapid growth of the firm, his ability to deliver the goods.

They also handle a vast quantity of cornmeal, corn chop, bran and shorts. Mixed car lots are a specialty and their operations extend all over the country. They manufacture the justly famous "Red Seal" flour and it alone has made a much envied reputation for this splendid progressive company. They are members of the National Hay Association, and the Kansas City Hay Dealers Association.

S. R. BAGWELL COMMISSION COMPANY

THE S. R. Bagwell Commission Company started as a grain, hay, and feed business at Clay Center, Kan., in 1892. After three years Mr. Bagwell went to Roswell, Kan., where he operated a mill, warehouse and elevator, where he carried on an extensive car-lot business in chop feed, grain and hay. In 1906 further extension was de-



THE LIVE STOCK EXCHANGE BUILDING HEADQUARTERS OF THE KANSAS CITY HAY DEALERS' ASSOCIATION

farm on the Black Bob Indian reservation, and taking four days for the trip by ox-team. In 1908 he formed the company of Bruce & Dyer, and when Mr. Dyer dropped out six years later, he changed the name to Bruce & Co., taking into partnership F. F. Bushmeyer, who had been with him for four years.

For the last seven years Mr. Bruce has been making a specialty of alfalfa, doing a general business at the same time in hay and straw. The firm is one of the best known on the Kansas City market and both members are held in the highest personal esteem.

C. F. ARNOLD & CO.

C. F. ARNOLD was born and raised on a farm near Pleasant Hill, Mo. He entered the general mercantile business and pursued that calling for a time, coming to Kansas City frequently to the wholesale houses there. Seven years ago he started shipping hay from Neosho, Mo., and three years later came to Kansas City to engage in the hay receiving and shipping business.

The firm consists of C. F. Arnold, R. B. Arnold,

the firm's way of doing business, many of whom have retained their account during the past years, which speaks better than words the reliability, confidence and manner of doing business, which is the strongest asset a commission firm can ever hope to obtain.

J. B. Spellman is a charter member of the Kansas City Hay Dealers Association, holding membership in No. 1, and was its first president, and has remained loyal and at all times worked in the interests of the betterment of the hay market. He retired from active management of the business a few years ago, turning this part of the work over to his son, V. K. Spellman, who has been associated with him for the past twenty-five years.

SOLOMON VALLEY MILLING COMPANY

THE Kansas City office of the Solomon Valley Milling Company is under the capable management of Victor T. Farris. He was formerly with the Hall-Baker Grain Company and has been active in this line of business for the last twenty-five years.

An extensive hay trade is a special feature of the business. Mr. Farris gives his personal atten-

sion so he came to Kansas City and has since engaged in receiving and shipping hay and handling alfalfa meal and feeds.

Mr. Bagwell operates a 300-acre farm in Shawnee and Leavenworth Counties where he raises grain and live stock. He is a member of the Inspection Committee of the Association, and is held in high regard by all with whom he has dealings.

* * *

This is the story of the world's greatest hay market and of the men who have placed it in its position of prominence. It is not so much a story of phenomenal achievement as of the result of consistent co-operative effort, good business judgment, and unfaltering honesty, applied in a field which reaches from ocean to ocean, and from the Dominion to the Gulf. Here is a graphic example of what can be accomplished by the practical exemplification of the slogan of the National Hay Association, "Not for Self, but for All." How thoroughly this idea has taken hold can readily be seen in the wholesome good feeling which exists between the different firms. They are friends in business and out on the street, despite competition.

National Hay Convention at Niagara Falls

Twenty-second Annual Meeting Shows Great Progress Being Made by Organization—Senator Pomerene Discusses His Bill of Lading Measure—Interesting Committee Reports—New Officers Elected

THE time, the place and the program proved a splendid combination at the twenty-second annual convention of the National Hay Association held at Niagara Falls, N. Y., on July 6, 7 and 8. True, there have been more in attendance at some previous meetings but in many respects the 1915 convention will be recorded in the annals of the Association as one of its most successful gatherings. Good speakers, excellent reports of officers and committees, and above all, the pull-together spirit manifested by the members, helped to make all the sessions enjoyable and profitable.

About four hundred were in attendance according to the register and a majority of this number were in the Assembly Hall of the Cataract House

greed on the part of nearly every nation of Europe, a struggle for supremacy such as the world has never before witnessed, began early in August last. Thousands of Europe's—yes, and America's—finest types of manhood, have been slaughtered; human life evidently being the cheapest commodity on the market of these warring nations. Our hearts break and our purse strings loosen in behalf of the thousands upon thousands of helpless, wretched, starving and lonely women and children bereft of husbands, fathers, lovers and home.

Business Conditions.

It is surprising that business conditions in this country have not been more disturbed and that our credits and money remain on such a sound basis. To my mind, it is to be regretted that our nations have not improved the opportunity to a greater degree to open business connection with our sister republic in South America and elsewhere. However, regardless of business, money making, etc., the desire is to see most of all, peace in all the world and the slaughter of the innocent to cease.

Association Affairs.

At the beginning of my administration, the Association was in the pink of condition due to the hard and efficient work of my predecessor. Our membership was the largest in its history, our finances on a sound basis, and harmony prevailed in every quarter. We immediately planned for our secretary to visit our membership and also to make a thorough canvass for new members, but as lightning from a clear sky, the dreaded hoof-and-mouth disease broke out, followed closely by an announcement by the railroads in Central Freight Association and Trunk Line territories that they proposed to change hay and straw from fifth to fourth class. It is with pride we refer to the hearing granted the representatives of the National Hay Association by the Official Classification Committee last January in New York. Every courtesy was shown the president, secretary and representatives of the Transportation Committee, and so clear and reasonable was our presentation of the case that the carriers postponed indefinitely any change in the classification of hay and straw; which again recommends our Association to the hay trade as the one organization that unselfishly looks after their interests.

Had it not been for the prompt and efficient efforts of your secretary, J. Vining Taylor, we would all have a different story to tell at this convention regarding our year's business. Mr. Taylor worked early and late and I fear broke the Sabbath many times in his efforts to get relief for the shippers in the quarantined districts, and to forestall the proposed action of the railroads in the classification matter. You have but to notice the item of expense regarding postage to be convinced of this fact. Too much credit cannot be given the secretary for his success in both matters, for all the modifications asked for, regarding the quarantine, were granted.

When the embargo on hay and straw went into effect on account of the foot-and-mouth disease, a committee appointed by your president, consisting of D. S. Wright of New York, D. W. McMillen of Ohio, H. G. Morgan of Pennsylvania, and Secretary Taylor, immediately proceeded to Washington, D. C., to confer with the Secretary of Agriculture to secure a modification of the quarantine so that the hay trade should not be completely paralyzed. The proposals of our committee were so fair and just that the Department gladly adopted our recommendations.

Grades and Inspection.

It is not unreasonable that even after years of work, the present rules for grading are not yet entirely satisfactory to all individuals, exchanges and sections. We are of the opinion, however, that the rules as they now stand, meet the requirements of all the sections better than any set of rules heretofore adopted by the Association. Some would have more grades and some would have less, but one year ago a competent committee, after hours of hard labor, presented the rules for grading as we now have them and they were adopted by this Association for a period of three years. We believe our rules for grading should be arranged to take care of some grasses which are now coming into the markets and meeting with considerable demand. We have in mind, Johnson Grass, etc.

It is important, indeed, that we, as individuals, also as exchanges and various sections, unite heartily in supporting some set of rules for their grading in the very near future. Our grades as they now stand, or some other set of grades, must be universally adopted and used or else Uncle Sam will determine our grades for us. It is unreasonable that a bale of hay, grading No. 1 timothy in Detroit, should not grade No. 1 timothy in Cincinnati, Pittsburgh, Boston, Kansas City, or any other market.

It has become evident that the trouble lies not so much in the rules for grading as in the interpretation of same. Various sections and markets evidently de-

sire to interpret the various grades to suit their own needs, hence a car of No. 1 clover mixed which grades as such in Chicago, is graded altogether differently in some other market. It is easily seen that this is not the fault of the rules for grading, but rather a difference in interpretation of the grades in various sections. Many have become convinced that this serious trouble can be remedied and we heartily recommend the following:

Traveling Inspector Recommended.

It is our belief that the Association should employ a traveling inspector whose duty it shall be to visit the different markets and sections of the country, instructing the inspectors in all markets using National Association grades. Naturally, if the inspectors are honest and desire fair play, it would only be a short period before a marked improvement in the uniformity of grading would appear. This inspector should be used as well by shippers who desire to become more familiar with the interpretation of the national grades. We would also recommend that the traveling inspector be given the authority to settle all disputes in grades and that his decision be final. It appears to be very desirable and reasonable that the various exchanges, in employing inspectors, should encourage the meeting of inspectors from the various markets at some central place under the direction of the national traveling inspector, for the purpose of studying and interpreting



J. D. COLE OF KANSAS CITY
Newly Elected President.

when President W. A. Cutler called the first session to order on Tuesday morning, July 6. Rev. Herman Brezing of the Zion Lutheran Church, Niagara Falls, delivered the invocation, but Mayor Laughlin, who was to have welcomed the delegates, was not present and Vice-President Cole humorously said that the hay men several years ago at a convention in Niagara Falls were presented with the keys of the city and neglected to return them. This accounted for the mayor's absence, as he did not deem it necessary to present them with something that they already possessed.

The report of the Memorial Committee was passed and upon motion by Mr. England the reading of the minutes of the 1914 meeting was dispensed with, the minutes standing approved as printed.

REPORT OF PRESIDENT AND DIRECTORS

The annual report of President Cutler, which was also the report of the Board of Directors, was read by Vice-President Cole as follows:

With the exception of some disturbance in some business lines due to changes in the administration of our country, and the continuance of bandit warfare in Mexico, peace prevailed throughout the world and the affairs of all nations were on a fairly satisfactory basis at the time the honor of the presidency of this organization was conferred upon me. But owing to evident



ASSISTANT SECRETARY MORTON LONGNECKER
AND SECRETARY J. VINING TAYLOR

the rules for grading. For instance, there could be called at Pittsburgh, without great expense, the inspectors from Cincinnati, Nashville, Atlanta, Norfolk, Richmond, New York, Boston, Philadelphia, and Buffalo. It is easy to see the advantages and results of such a conference.

We would recommend that a committee be appointed to work out the details of this plan, this committee providing a way to finance the project. In order to bring about the desired results of the traveling inspector, all terminal markets should adopt at once the National Hay Association grades, and, in our opinion, all chief inspectors in all markets adopting National Hay Association grades should be appointed only with the approval of the Board of Directors of this Association, and all chief inspectors should be subject to removal upon a request of the grades committee after proper charges have been filed and properly substantiated. It is our firm belief that if the above recommendation can be worked out, 90 per cent of the trouble over grades and inspectors would disappear.

Approving Inspectors for Different Markets.

This Association has been employing in Cleveland, Ohio, for the past three years, an inspector. His work has been satisfactory and has been generally approved by both shippers to and receivers in that market. However, the fees arising from such inspection has not been sufficient to defray the expenses of the office, and in July it was discontinued. Recently your president has received application from different markets to approve their inspectors so that such markets may issue certificates bearing the stamp of approval of the National

Hay Association. To meet these new conditions arising, we recommend the following:

1. Any exchange or organization employing a hay inspector may request approval of such inspector, in writing, to the secretary of the National Hay Association, and upon receipt of same, the president and executive committee shall make or cause to be made a careful investigation as to the qualifications and fairness of such inspector. If the result be favorable, they shall, within 30 days after the request has been filed, approve

States. Farm properties in many sections have been greatly improved and risen very much in value. We are again harvesting tremendous crops, though perhaps, not quite so large as last season.

Conferences.

The National Hay Association was invited to have representatives at the World Court Congress, held May 12, 1914, at Cleveland, Ohio. Mr. Fred Abel and Mr. Harry Robinson of Cleveland were delegated to represent the National Hay Association at this conference.

utive feels that the year's work has not been what it should have been and he also realizes that your expectations have not been met. Too much credit cannot be given for the success of the Association during the past year to your valuable and efficient secretary, J. Vining Taylor. He is an enthusiastic organization man, thorough and accomplished, a man with whom it is a delight to associate. He has carried the burdens of the year and they have been many, with a willingness and patience that few could exhibit. His work is most accurate and his methods clean in every respect. I personally know that he has worked early and late and given more time than could be reasonably asked of him for the good of the membership of this organization.

I desire to thank all the committees and their chairmen for their loyalty and the time they have given, without remuneration, to the Association work, especially the Grades Committee. I also wish to publicly thank Harry Robinson of Cleveland, for his loyalty and valuable advice, given for the asking. I again wish to thank every member of this Association for their loyal support.

Upon motion of Mr. Bridge the report was referred to a special committee of five members for further reading.

REPORT OF COMMITTEE ON LEGISLATION

P. E. Goodrich of Winchester, Ind., read the report of the Committee on Legislation, stating that there is now a lull in proposed legislation seeking the control of business enterprises. "In fact," he said, "the recoil is so marked that it is difficult to secure favorable action on measures of real merit, though they be urged by the foremost trade organizations of the country. We trust the condition may not arise wherein it will be as difficult to obtain consideration of meritorious reforms as it has been to prevent the enactment of measures of very doubtful merit." The report deplored lack of favorable action by Congress on the Pomerene Bill and urged that individual members write to their senators and representatives asking them to support the measure when it is re-introduced.

The report was adopted as read after which Secretary Taylor read the report of the chief hay inspector of the Association, whose position was abolished on June 30 of the present year. The report showed that 2,675 cars had been inspected during the year and that the system had proved entirely



A GROUP AT THE BROCK MONUMENT, ON THE GORGE TRIP

of such inspector in writing; if the investigation proves unfavorable in the judgment of the president and executive committee, he shall so advise the organization making the request and present the matter to the Board of Directors for review.

2. Any exchange organization whose inspector has the approval of the National Hay Association, may designate the same on their official certificates of inspection in these words: "Inspector approved by the National Hay Association."

3. No inspector shall be approved by the Association for any exchange or organization unless same has adopted and are using the grades of the National Hay Association in their entirety.

4. It shall be the duty of the secretary of any exchange or organization whose inspector is approved by the Association, to furnish any information regarding their inspection, or methods used, to the secretary of the National Hay Association upon request.

5. "Should be about the same as Rule No. 7," except the appeal board should consist of one member of the exchange and two members of the Association who are dealers contributory to such market.

Membership.

Naturally, we had hoped for a large increase in membership again during the past year, but we must be content in only holding our own. The effort, time and money which had been planned along this line was necessarily expended in other channels, as you have clearly seen.

It is hard to believe that so many do not believe in organization, or rather appear not to. It is quite apparent there are many handling the commodity in which we deal who wish to have handed to them regularly, quarterly dividends in cash as a remuneration for their investment of \$7.50 for a year's membership, failing to realize that they are receiving benefits unseen, yet invaluable as the result of organization work. There is sent out from the secretary's office, from time to time, much information concerning crop conditions, transportation matters, standings of unreliable concerns, etc., which should be given careful attention by our membership, but too often, we fear, is laid aside. In such case, the individual loses valuable information and with it interest in the Association work. We bespeak for the incoming administration the hearty support of all in any move that may be made for a larger and better membership.

Legislation and Transportation.

Fortunately, there has been little legislation enacted during the past year to disturb our peace of mind, and which has not required much attention from the legislative committee. The purpose of the railroads to change the classification of hay and straw to which reference has already been made, received prompt and efficient attention from both legislative and transportation committees. We congratulate both ourselves and these committees upon the results obtained.

Crops.

The past year witnessed the harvesting of some of the largest crops ever produced in our country, and it is remarkable that such a high level of prices for same has been maintained throughout the crop year. The result has been an unparalleled prosperity among the farmers, particularly in the Northern and Western

We feel we were ably represented and were glad to share in formulating any peace measures or projects.

Memorial.

Looking over the enrollment of our Association, we regret most sincerely to find that eight of our members have been called to their long home during the past year. We miss their pleasant word and feel the loss of their friendly advice and counsel. Mr. Jones will, in a fitting manner, express the bereavement of the Association for its departed brothers.

Directors' Meeting.

The first meeting of the Board of Directors met immediately after the close of the convention at Cedar Point, completing the organization. J. Vining Taylor



PART OF THE NEW YORK CITY DELEGATION

was retained by the Board at a salary of \$2,500 per year, and he was authorized to employ an assistant secretary. The Board appointed the various committees, a list of whom are given in the last year book.

The regular mid-winter meeting of the Board was held at Winchester, Indiana, January 11, 1915, with all the directors present but two. Representatives from several cities and resorts were present soliciting the convention. The Board selected Niagara Falls as the next convention place and instructed the secretary to close the contract with the proper officials. Your executive was also instructed at this meeting to take whatever action seemed best in the then pending classification cases. Various matters for the good of the Association were discussed and disposed of at this time.

Personal.

This has been a year of unusual activity and annoying circumstances. It seemed almost impossible to carry out definite plans and for that reason your exec-

satisfactory to those using it, no complaints whatever having been registered. The report followed the usual course.

A representative of the mayor, in the person of Mr. Nicholson, corporation counsel for Niagara Falls, appeared at this juncture and delivered a brief address of welcome to which J. D. Cole made an apt and graceful response.

Joseph Gregg of Atlanta, Ga., called attention of the convention to the fact that a large percentage of the hay sold by members of the Association is through brokers and moved that a special committee of five be appointed, consisting of shippers and brokers, to formulate and submit to the Association additions to the Trade Rules now in effect.



A REPRESENTATIVE GROUP OF MEMBERS AND LADIES GATHERED ON THE

This motion was immediately seconded and carried without any discussion.

SPECIAL COMMITTEES

The president then appointed the special committees as follows:

TRADE RULES.—Joseph Gregg, Atlanta, Ga.; C. D. Carlisle, Kansas City, Mo.; M. K. Kendrick, Suffolk, Va.; R. M. White, Duluth, Minn.; W. H. Toberman, St. Louis, Mo.

RESOLUTIONS.—D. W. McMillen, Van Wert, Ohio; R. M. White, Duluth, Minn.; S. T. Pease, Des Moines, Iowa; W. A. Bunting, Jackson, Mich.; Rev. Martin, Pittsburgh, Pa.

BOARD OF DIRECTORS' REPORT.—G. S. Bridge, Chicago, Ill.; W. H. Toberman, St. Louis, Mo.; G. H. Wilcox, Wauwatosa, Wis.; M. K. Kendrick, Suffolk, Va.; H. G. Morgan, Pittsburgh, Pa.

NOMINATIONS.—Charles England, Baltimore, Md.; John F. Kemper, Cleveland, Ohio; B. M. Huffine, Kansas City, Mo.; J. W. Sale, Bluffton, Ind.; Samuel Walton, Pittsburgh, Pa.; G. W. Crampton, Boston, Mass.; E. W. Bertholf, Jersey City, N. J.

CREDENTIALS.—Joseph Gregg, Atlanta, Ga.; H. R. Hall, Sandoval, Ill.; Charles LaDue, Ohio.

AUDITING.—G. A. White, Bucyrus, Ohio; W. H. Hobson, Pennsylvania; Burt Winchester, Newark, N. J.

After a few announcements relative to committee meetings and entertainment features the session then adjourned.

WEDNESDAY MORNING SESSION

R. H. Menefee of Louisville, Ky., opened the proceedings on Wednesday morning by reading the report of the state vice-presidents. He said

that uniform grading was more closely approached in his city than ever before. A general review of crop conditions indicated a big hay crop, not quite

Upon motion of Mr. Cole the report of the state vice-presidents was accepted with the thanks of the Association.

REPORT OF STATISTICS COMMITTEE

Some figures of considerable interest were then presented in a report read by J. E. Collins of Cincinnati, chairman of the Statistics Committee, as follows:

The production of hay in 1914 was about 9 per cent larger than in 1913 but nearly 4 per cent smaller than the enormous crop of 1912. In tons the crop of cultivated hay in the United States in 1914 was estimated at 70,000,000 tons; reduction of prairie or wild hay while not estimated annually was probably about 30,000,000 tons.

The latest figures available indicate the amount of hay carried on railroad in the United States for the year ending June 30, 1913, to be 7,145,000 tons and as the crop of 1914 was about 4 per cent smaller, it is estimated that the total railway tonnage of hay for the year ending June 30, 1914, was about 7,000,000 tons, which represents about 10 per cent of the estimated cultivated hay crop or 7 per cent of the total hay crop, if prairie and other wild hay is included in the computation.

The Department of Agriculture has estimated that about 83 per cent of the total hay crop is used on farms, with 17 per cent used elsewhere. This estimate may be compared with the corn estimate of 85.6 per cent used on farms and 14.4 per cent elsewhere, with 72 per cent of the oats crop on farms and 28 per cent elsewhere.

While the forecast of the 1915 hay production has not as yet been made by the U. S. Department of Agriculture, there is nothing in the crop situation to indicate material difference from last year's production. There may be possibly a slight increase per acre but a somewhat smaller acreage. The acreage cut for clover hay however is estimated by the Government to be nearly 5 per cent larger than last year. It is probable also that the total acreage of hay and forage crops in the South-



LLOYD DELLINGER, BLOOMVILLE, OHIO
Newly Elected Second Vice-President.

so large as last year, but very promising. A number of interesting letters were also included in the report giving crop reports for different localities, the majority of which were optimistic in tone.



ANOTHER GROUP OF CONVENTIONITES TAKEN IN FRONT OF THE INTER.



TERRACE IN PROSPECT PARK, DIRECTLY BACK OF THE CATARACT HOUSE

ern States will be larger than usual, with the present indication of better yield per acre than last year, and it looks as though the Southern States will need less hay from the North than usual. Normally the Cotton States buy about 1,250,000 tons of hay yearly from the North. The United States imports and exports of hay are insignificant when compared with the total production of the United States. During 1914 approximately 125,000 tons were imported and only 55,000 tons were exported.

Some inquiry as to what has caused the decided decrease in the demand from the South during the past season has brought out the conjecture that the slump was due primarily to the depression in the cotton industry. During 1914, cotton producers received a fraction over 7.3 cents per pound while the 1913 crop (which was but moderately smaller) brought them 12.5 cents per pound. Coupled with this condition was the depression in the horse and mule market. Prices being much lower than the previous year with a far greater economy in the rations of feed. Offsetting this was a considerable increase in the seeding of oats, rye and wheat in that territory, much of which being pastured and cut green for hay, supplied their needs to a considerable extent.

An interesting feature of note is the total production of grain straw in the United States last year, which was estimated to have been about 120,000,000 tons or an average of 1.14 per acre from 105,406,000 acres, including wheat, oats, barley, rye, rice, flax and buckwheat straw. At an average value of \$3.71 per ton, the total value would be about \$446,000,000.00.

The total value of the straw, if marketed, would be exceeded only by the value of the crops of corn, wheat, oats, hay and cotton. Of the straw production but 7.8 per cent was sold, 54.9 per cent fed, 15 per cent burned, 10 per cent plowed under and 12.3 per cent put to other uses, the amount sold being 9,212,000 tons.

NEW YORK STATE AND HAY PRODUCTION

Following the report of the Statistics Committee, which took the usual course, Francis M. Hugo, Secretary of State for New York, told a thor-

oughly interested audience some facts about the state within whose borders the convention was held. Mr. Hugo cautioned his hearers against



W. H. TOBERMAN, ST. LOUIS, MO.
Newly Elected Director.

thinking of New York State in terms of New York City. The latter brings to mind Wall Street and financial and similar interests and the importance of New York State as a great agricultural com-

monwealth is entirely lost sight of. New York leads all other states in hay production, and it is therefore very fitting that the National Hay Association should appreciate its rank by holding its convention there.

He then went on to urge that more attention be paid to the production of hay. This can be done through Farm Bureaus, which aid in scientifically developing agriculture of all kinds and incidentally help the hay crop. Another great factor in development is good roads, because they bring the farms in touch with the markets. In no way can the money of the state be spent to better advantage and with more far-reaching results than in improving and maintaining highways. Continuing he said:

You have heard a great deal today about the marketing of products. I am not one of those who is out with an axe to demolish the middleman. I believe the middleman may serve a good purpose. The farmer can raise his goods and perhaps market some of them at the village. But he cannot market all his products without the aid of the middleman. I remember reading about a year ago that the value of the agricultural products in this country was upwards of two billion. How are you going to market that? It takes men who have made a science of marketing. The farmer knows more about raising than he does about marketing. It takes scientific men to build up a system of marketing; that is what you hay dealers do.

There is in this state today acres of peas that will never reach the market. The same was true of the potato crop. I presume that would also be true of hay if it were not for you men. You bring the fellow who wants something into touch with the fellow that wants to dispose of it and you are entitled to compensation for bringing these two fellows together. And not only have you created a great system of your own line of



NATIONAL HOTEL, THE OFFICIAL HEADQUARTERS OF THE CONVENTION

activity but you have benefited the farmers. You and I know that the farmers have improved in wealth during the last two decades and that is because they have got a better market and I believe it to be because of a few brainy men who have put them in touch with a better market. When you take into account today that there are 125,000 farmers owning their own automobiles, and when you take into account that there have been millions of dollars of mortgages paid off on farms you get a better idea of the situation. And what is the use of a farmer raising produce if he has not a market? And he will never get that market until he is in touch with a fellow who has brains enough to get that market.

I want to go on record against the wholesale condemnation of men who benefit the interests of other people while, of course, benefiting their own. Agriculture is a part of mercantile activity. While you may not sit down and divide with the farmer, you, personally, have given him the opportunity and I believe you are of service to the entire community. You have made possible certain conditions that would not have been possible but for you and instead of being held up to hostile criticism for making these markets and have the farmer saying he is not getting anything, he should appreciate that he has a good deal more than he ever would have had and he has gotten it through your opportunity.

REPORT OF ARBITRATION COMMITTEE

A rising vote of thanks for his address was given Mr. Hugo by the Convention, after which J. W. Sale, Bluffton, Ind., chairman of the Arbitration

their creation was one of the greatest steps in the progress towards the liberty of the race. But we are taking an advance step when we agree among ourselves that conscience is our guide; that it is not only cheaper but more advantageous to settle our disputes, not by burdening the courts of our country with costly litigation, but by men interested in common with our cause. Of all the jewels in the crown of service which this organization is rendering to the hay trade in our country none stand out more prominently than the successful achievements of the Arbitration Committee.

"Today we are living in an age when organizations are necessary. We are living in an age where it is impossible for an individual to live or do business by himself. What would have been the result last Fall and Winter when the hay business was paralyzed by reason of the hoof-and-mouth disease if we had not had a strong and efficient organization, together with able officers who could sift out what was right and just to all concerned?"

"It was then that all hay dealers profited equally from the efforts of the Association, whether members of the Association or not. It was then that the National Hay Association shouldered its re-

in all cases and only to be rendered after thorough inspection of all the hay contained in the car or cars. It shall be his further duty to travel at the request of members of the Association on notice from the secretary of the Association and inspect at originating points or at terminal markets hay that has been dealt in by parties who are members of the National Hay Association and desire the same to be inspected by the chief inspector of the Association.

The committee recommends that the cost of such inspection shall be 5 cents per mile each way for traveling expenses and \$5 per day for each and every day or portion thereof that said inspector is engaged when called in any case. The said expenses shall be paid by depositing with the secretary and treasurer, or subject to his check, a sum of money sufficient to cover such expenses.

NOMINATION OF OFFICERS

Following the adoption of this report, the Nominating Committee through its chairman, Chas. England, presented the following names for officers of the Association for the ensuing year:

PRESIDENT—J. D. Cole, Kansas City, Mo.

VICE-PRESIDENT—W. I. Biles, Saginaw, Mich.

SECOND VICE-PRESIDENT—Lloyd Dellinger, Bloomville, Ohio.

DIRECTORS—W. A. Cutler, Adrian, Mich.; J. R. Guild, Medaryville, Ind.; W. H. Toberman, St. Louis, Mo.; R. H. Meneff, Louisville, Ky.; R. B. Clark, Chippewa Falls, Wis.

President Cutler called attention to the rules of the Association which called for consideration of the report on the following day and permitted members of the Association to make other nominations, after which the session was adjourned for luncheon.

WEDNESDAY AFTERNOON SESSION

Immediately after the afternoon session had been called to order, Secretary Treasurer Taylor read his annual report covering the work of the year. Much of this was an elaboration of what had been previously touched upon in the report of the Board of Directors. The principal parts included securing a modification of the hoof-and-mouth disease embargo, the effective protest made against charging the classification on hay car loads from fifth to fourth class, which resulted in a victory for the shippers. A protest was also filed with the Illinois Public Utilities Commission against Supplement 28, Classification 10, allowing carriers to increase rates on hay moving intrastate from ninth to eighth class. The result of the latter protest is not yet known, although the outlook is regarded as favorable. A salaried assistant secretary, Morton Longnecker, was employed by the Association for the first time last year, and rendered great aid in handling the work.

During the year 138 members were lost by death, resignation, suspension or other causes, while 168 new members were received making a total membership on July 1, 1915, of 1,030. The secretary asked each member to constitute himself a committee-of-one to secure new members from time to time. He also spoke of the meeting of hay inspectors at Kansas City on May 4 and 5 and the plan to establish a National Hay Inspectors' Association.

"There is no question in my mind," he said, "but what the gathering together once or twice a year of these inspectors in the various markets would have a good effect and make a marked difference in the differences of opinion that now exist. I believe the inspectors in the prominent terminals are honest and desire to do what they think is right, but we are all human and can't all see alike. I trust that these gatherings will be encouraged."

The work of the Arbitration Committee was commended and the Investigation Bureau's service in keeping members posted on "mushroom" concerns was emphasized. Members were urged to send in crop reports promptly when requested. The need of a traveling inspector, as suggested by President Cutler, was reiterated. Continuing he said:

"I should like to recommend to this Convention a rule covering the handling of claims by the secretary's office. We have, during the past year, received a great number of very small accounts for collection, some of them as small as \$5. I think there should be a rule that 15 per cent of the



PITTSBURGH HAY MEN IN FRONT OF THE CONVENTION HEADQUARTERS

Committee, read the report of that committee showing a total number of 54 cases submitted for arbitration during the year. These were divided as follows: Total cases considered by committee, 6; compromised by secretary, 40; appealed to directors, 1; cases withdrawn, 2; members refusing to arbitrate, 5. The five members refusing to arbitrate were suspended. The report commended the secretary for effecting a compromise of so large a proportion of the cases submitted and emphasized the importance of members observing the Trade Rules on making contracts for purchase or sale of hay. Without discussion the report was adopted as read.

AFFILIATION WITH NATIONAL HAY ASSOCIATION

S. T. Rice of Metamora, Ohio, paid an eloquent tribute to the officers of the association and dwelt upon the advantages of membership in the organization. "It is," he said, "in every sense of the word, worthy of your hearty support. When we think of the tremendous volume of business transacted by the hay men of this country we certainly must feel the responsibilities that are ours in the commercial world. As an organization it has always upheld high moral standards in business."

"The modern business man who reads and thinks is coming to learn this simple truth, that morals are more of a business asset than the commodity in which he deals. Of course disagreements are not entirely eliminated within our ranks but where they do arise the accomplishments of the Arbitration Committee have been such as to make the courts more and more unnecessary."

"There was a time when courts with their regular rules, which we call laws, did not exist and

sponsibilities to the commercial world and demonstrated its valuable service to the farmer who could not move his crop; to the shippers who could not fill their contracts, and at the same time satisfied the hungry consuming trade."

COMMITTEE REPORT ON DIRECTORS' REPORT

President Cutler then called for the report of the Committee on Board of Directors' Report, which was read by Chairman G. S. Bridge. The report commended the secretary for his efficient efforts; expressed gratification at the work of the Grades Committee; suggested more specific classification of certain kinds of hay such as Johnson grass, Bermuda grass and Wisconsin grassy mixed hay. It was recommended that the latter suggestion be considered immediately by the Grades Committee. Continuing the report said:

The committee concur fully in the suggestion of the Board of Directors that a traveling chief inspector be appointed at an early date by the incoming administration on a stated salary, part of whose duties it shall be to visit the large shipping centers and the terminal markets with a view of illustrating such interpretations of the different grades as will bring about a more uniform average of grading, both at the shipping centers, the terminal markets and other points of consumption.

We further recommend that part of the duties of the traveling chief inspector shall be to examine into the system of weighing hay at shipping points and also into the re-weighing of hay at terminal markets and such other points as he may be called to from time to time. In cases of dispute the plaintiff may request the services of the said chief inspector or any assistant that may be hereafter appointed, after, however, depositing, subject to check by the secretary and treasurer of the Association, such a sum of money as will pay the traveling expenses of said chief inspector to and from the point at which the hay in dispute is located, together with his stated daily salary for the time consumed in re-inspecting the car or cars in dispute. His decision to be final

amount collected at a minimum of \$2.50, be charged with the understanding that no claim will be recognized that has been in the courts or in an attorney's hands, or through a collection agency."

The financial statement which followed showed receipts of \$18,039.45, expenditures of \$10,889.45, leaving a balance in the treasury of \$7,150.

Upon motion by Mr. Goodrich the report of the secretary-treasurer was accepted and the recommendation referring to collection of claims was ordered to be included in the Trade Rules.

REPORT OF GRADES COMMITTEE

The report of the Grades Committee was presented by its chairman, F. L. Young, who reviewed the work of the past year and recommended the adoption of the following new grades:

Johnson Grass.

No. 1 Johnson grass hay shall be Johnson grass with not more than 1/10 mixed with clover or some other native grasses, good color, sound, and well baled.

No. 2 Johnson grass hay shall be Johnson grass with not more than 1/5 mixed with clover or other native grasses, sound, bright color and well baled.

No. 3 Johnson grass hay shall be Johnson grass with not more than 1/5 mixed with clover or native grasses, sound, coarse, brown in color, and well baled.

Bermuda.

No. 1 Bermuda hay shall be Bermuda grass mixed with not more than 10 per cent of native grasses, color of uniform greenish cast, sound, tender, and well baled.

No. 2 Bermuda hay shall be Bermuda grass mixed with not more than 1/4 native grasses, color of greenish cast, with not more than 15 per cent brownish blades, sound, tender, and well baled.

No. 3 Bermuda hay shall be Bermuda grass mixed with not more than 1/4 native grasses, color of brownish cast, sound, and well baled.

Lespedeza.

No. 1 Lespedeza hay shall be Lespedeza mixed with not more than 15 per cent native grasses, reasonably fine, well cured with leaves of green color, sound, and well baled.

No. 2 Lespedeza hay shall be lespedeza mixed with not more than 20 per cent native grasses, slightly brown color, well cured, sound, and well baled.

The report followed the usual course after which G. S. Bridge of the Transportation Committee submitted a brief report covering the activities in connection with the protest against changing the hay rate in official Classification Territory from fifth to fourth class. Without discussion the report was adopted as read.

President Cutler then introduced U. S. Senator Pomerene, of Ohio, who talked at considerable length on his "Uniform Bill of Lading Bill." His address is printed elsewhere in this issue.

It was unanimously voted, upon motion of Mr. McMiller, that the sentiments expressed in Sen. Pomerene's address be approved by the Association and that a copy of the paper be sent to each member.

A discussion followed on the subject of "Baling, Weights, etc." Owing to the lack of time the discussion was limited by the chairman, but H. G. Morgan, of Pittsburgh, read a paper in which he assailed the constantly occurring shortages in weight most of which he said could be blamed upon the balers. He urged that the Association begin a campaign of weight correction.

"I furthermore think," he said, "that the law for the prevention of marking excessive weights on packages, which I believe exists in several states, should be rigidly enforced. If it is a crime to mark up the weights on packages of butter, cheese, soap and sugar, beyond the amount contained in the package, it is just as much a crime to over-tag bales of hay."

Several others contributed their experiences to the discussion, which was then closed by the president, who remarked that he had a disagreeable message to give. He related the number of complaints relative to grade inspection in Cincinnati and the appointment of a special committee to see if conditions could not be remedied. He then called upon H. W. Robinson, chairman of that committee, for his report, which was as follows:

The paper I hold in my hand contains about 74 pages, and is simply a record of that meeting. I have it here simply to substantiate what I have to say. I want to say, in the first place, this complaint covered a long period. Last Summer I was urged to appear before the State Commission of the state of Ohio and give certain testimony regarding certain practices in the Cincinnati market. My regard for this Association and for its

membership was such that I thought we ought to give them another chance, and I insisted that our president, Mr. Cutler, appoint a special committee to see if we could not prevent this matter from coming into court. Therefore he appointed a committee, of which I was made chairman.

We resorted to possibly heroic means to get the information, but we found that all the information we had gotten from the gentlemen at Cincinnati had been continually refuted. It amounted to practically nothing; so last year Mr. Morgan went to a gentleman in Ohio and asked him to order a car of No. 1 hay, which was done. It was shipped from Cincinnati, and without breaking the seals consigned to Bellefontaine. It was broken there and found to contain No. 1 timothy. This car was again shipped out to Cincinnati to the same firm, and we received the inspection in as No. 2 timothy hay.

We then went to Cincinnati, this committee, and had a conference with the Chamber of Commerce, the inspector, and the committee they had appointed for that purpose. We presented the matter to them. We said to them that we could see but one solution—in all fairness that the only way to be just to the Association was for them to change their inspections.

That was in December. We said to them that within 30 days they should take some action. Our secretary has been in correspondence with them ever since that time, but without effect. The facts were laid before them, and I give them to you now without any criticism, without any suggestion as to remedy.

Upon motion the written report of the committee was referred to the incoming administration to take whatever action they deemed necessary.

The president then called upon Fred E. Pond, secretary of the Buffalo Corn Exchange; Mr. Stokes, president of the Mississippi Hay Growers' Association, and W. H. Carter, president of the Chamber of Commerce of Columbus, Miss., for addresses, which were interestingly delivered and well received, after which the session adjourned.

THURSDAY MORNING SESSION

The first business attended to on Thursday morning was the report of the Special Committee on Trade Rules. Joseph Gregg, chairman, read the following additions to the Trade Rules which the committee recommended:

Rule 15. Where a trade is made through a broker it shall be the duty of the broker to confirm both to the seller and buyer as is provided for in Rules 1 and 2.

Rule 16. If a shipment of hay should fail to grade at destination what is sold, and the buyer refuses to accept at contract price, it shall be the duty of the broker to wire the shipper at shipper's expense and ask for instructions.

Rule 17. If it is a case of misgrading at destination, the shipper refuses to allow the buyer the market difference between the grade sold and the grade received, and elects to forward the property to some other destination, the shipper must refill the contract, shipping the same within ten days if called on to do so by the buyer through the broker.

Rule 18. In case of refusal of property by the buyer on account of failing to grade what is sold, and refusal to accept at market discount, the shipper will not have to refill such cars as are refused.

Rule 19. In selling through a broker the seller is to pay the brokerage unless otherwise specified.

Rule 20. When a trade or contract is closed through a broker, it shall be understood that his fee has been earned and must be paid whether the goods are shipped or not.

In view of the fact that the attendance at this session was light, it was moved that the report be considered the last thing before adjournment, but Mr. Cole suggested that the rules be put in the hands of the membership for one year and be considered at the next annual meeting. Pursuant to his request, the original motion was voted down. Mr. Cole then suggested that the additional trade rules be made a part of the printed motions and that they be taken up at the next annual meeting as unfinished business. This motion was carried unanimously.

RESOLUTIONS

The Committee on Resolutions, through its Chairman, D. W. McMillen presented resolutions thanking the hotel management, speakers, officers and committees; commending the Pomerene Bill and President Wilson's peace policy; advocating a merchant marine; endorsing waterway projects; recommending all railway embargoes be under control of Interstate Commerce Commission.

Upon the motion of Mr. Gregg, the resolutions were adopted as read.

The report of the Nomination Committee made on the preceding day was again read by the Secre-

tary. The nominations were closed upon motion and the secretary was instructed to cast a unanimous ballot for all the nominations read. This was carried out and the officers were declared duly elected.

The new officers were escorted to the platform by a special committee and each one called upon for a speech to which they responded in graceful and effective manner. Following the installation of the officers, the new President announced that a meeting of the Board of Directors would be held immediately following the session, after which the Convention adjourned *sine die*.

SPRAY FROM THE FALLS

Noise is not the chief factor in making friends. B. M. Huffine of Kansas City, the quietest man at the convention, was easily one of the most popular.

Among the prominent St. Louisians present were V. C. Tice of the Goffe & Carkener Company, and "Daddy" Clifton of the Nanson Commission Company.

R. M. White of the White Grain Company, Duluth, Minn., distributed much-prized souvenirs in the form of a combined paper weight and knife sharpener.

Joseph Gregg of Atlanta, Ga., was on hand to greet his many friends and handed out souvenir pencils at a rate which must have sent up the price of graphite.

Fred E. Pond, secretary of the Buffalo Corn Exchange, came down twice to the convention extending the greetings of his exchange and renewing old friendships.

Edwin Anda of Chicago and D. W. Osborn of Oshkosh, Wis., were two inseparables at the convention. They brought a good supply of "pep" along and kept things moving at a lively pace.

The friends of Charles England of Baltimore were very much interested to learn that he had been made chairman of the Sewerage Commission of his city which is installing a system for which \$23,000,000 was appropriated.

The interior markets of Pennsylvania were well represented by J. E. Bergin of Nanticoke and John Yeager of Wilkesbarre. Their rooms were very popular gathering places for the other "good fellows" of the convention.

President Cutler's eyes have been troubling him seriously for the past year and he used both Vice-President Cole and Second Vice-President Abel to assist him in recognizing members on the floor of the convention.

The hay exhibit on the promenade of the International was one of the most interesting features. Bales of hay were on hand from a number of widely separated sections. All had been previously inspected and in some instances received new grading at the hands of the visiting hay men.

Martin Mullally of St. Louis evidently had been at the Falls before or else his fear of being pressed into the British army made him leave his quarters at the Clifton House, Canada, for New York City, Tuesday afternoon. Few really got a good square look at Martin.

The terrible accident on the Gorge railway on Wednesday afternoon when 13 people were killed and 60 injured made everyone thankful that the conventionites' trip through the Gorge had occurred on the preceding day. No hay man was on board the car when it took its fatal plunge.

C. D. Carlisle of the Carlisle Commission Company, Kansas City, Mo., established his headquarters in a room adjoining the secretary's office at the International. Besides giving out valuable information on the alfalfa crop to his friends, he was extremely generous in dispensing the Golden Rule (of a practical kind).

W. H. Toberman, of Toberman, Mackey & Co., St. Louis, wore a broad smile during the entire convention. Why shouldn't he, for he brought along with him the largest delegation, including many of the belles of the convention? He was elected a director of the Association and in addition his firm had just been awarded a Government contract cov-

ering 6,000,000 pounds of timothy hay for the Colon District of the Panama Canal.

The meeting place of the 1916 convention will be selected later on by the Board of Directors. Invitations have been received from New York City, Colorado Springs, Colo.; Galveston, Texas; Columbus, Ohio, and Chicago.

At the meeting of the Board of Directors held directly after the close of the convention, J. Vining Taylor, the Association's capable and hardworking secretary and treasurer, was unanimously re-elected for another year and Morton Longnecker was retained as assistant secretary.

The leading entertainment feature was the Banquet held Wednesday evening in the main dining room of the International Hotel. It was a most elaborate affair attended by about 300 members, including the ladies. There was such an array of able speakers for Toastmaster H. W. Robinson to

draw from that it somewhat worried those anxious for the dancing which followed. Among the speakers called on was Ex-President Cutler who cordially thanked the Association for their generous support during the past year; Ex-President Goodrich of Indiana, who spoke in behalf of his state; Francis M. Hugo, Secretary of State for New York, who spoke on the place the middleman has in the commercial field; A. D. Campbell of Peoria, who told some good stories, and Chas. England of Baltimore who stated that the middleman was a fixture and that each successive bundling of grain going to Europe put an extra value to it. Senator Pomerene gave an interesting talk on the present conditions of this country in relation to the European crisis and what a blessing it was to this country to have cool, thoughtful men at the helm to keep us out of the conflict. He hoped that this and next year would find the United States at peace with the world.

Ohio Grain Dealers at Cedar Point

Large Attendance Participates in Great Get-together Meeting—Addresses of High Order
Reward Those Who Came—Resolutions Passed and New Officers Elected

The governing body of the Ohio Grain Dealers Association again selected Cedar Point as the meeting place for the thirty-sixth annual convention and reunion which was duly held at the Breakers Hotel June 30 to July 1. Although J. A. Ryan is no longer an officer of the Cedar Point Resort Company, having been appointed to the important office of postmaster of Sandusky, nevertheless he delivered one of his old-time addresses of welcome which was responded to in a gracious manner by Col. Charles E. Groce of Circleville.

PRESIDENT'S ADDRESS

President E. C. Eikenberry, of Camden, gave his annual address, in part as follows:

The exigencies of the past year have in a manner turned the minds of men into new channels of thought. The topics that engaged our attention one year ago have in a degree lost their pertinency, not that their solution has been accomplished or that their importance has diminished, but that they have been crowded out of consideration by subjects of vast general importance, not only affecting us through our business, but touching each and all of us in numerous lines of human interest, and in our relations one with another. We appreciate as never before the interdependence of the peoples of the earth; political affairs in Europe have violently changed values of the commodities in which we trade, have accentuated the importance of the traffic in grain, and have increased the measure of the hazard in the operations from which we derive a livelihood and seek to accumulate a competency. How all-pervading these new considerations have become will be apparent in the deliberations of this convention.

From an Association standpoint the year has been less eventful than any other in the recent past. Questions of trade importance are held in abeyance. We have enjoyed a partial respite from legislation directly affecting the grain trade. The last session of the General Assembly of Ohio was especially free from either proposed or actual legislation concerning our affairs. It is well if recognition has been given the fact that not only the traffic in grain and grain products, but all other lines of business as well, has had regulation sufficient. From the President down, through those having to do with the administration of our affairs, we believe the conviction is forming that business demands a rest. The light is breaking and it is becoming more apparent that the chief obstacle to a return of healthy business conditions is the menacing and uncertain attitude of those in authority. However, full day is not yet come and there will continually seek to be an enlargement of the power now exercised over the business affairs of the country.

Concretely, the power of the Internal Revenue Collector to probe the affairs of corporations to determine if their return for income taxation are full and complete has been extended to similar authority to investigate the affairs of the individual; the Pure Food Law covers the inspection of a vast range of products entering into the commerce of the country, but, as we too well know, the tendency is toward the inclusion of additional productions, to many of which the application of the law was not originally intended. It is the tendency to extend the application of the laws already in existence rather than the enactment of new laws that insidiously menace the business interests of the country. None of us doubt, for instance, that the principle already established in the promulgation of the Federal corn grades will in time result in

the promulgation of grades for other grains; our miller friends are right now well aware that it is about to be applied to the grading of flour. I wish to emphasize this tendency in affairs of government. A line of policy once established gathers strength and momentum as it advances and daily becomes more difficult of modification. Let me quote from a recent address by



PRESIDENT JOHN WICKENHISER
Toledo, Ohio.

Elihu Root: "The business men of America should wake up—get out of the condition of mind which they have been in for some time past, in which they have taken all sorts of misrepresentations and aspersions, lying down. They should assert themselves, they should put upon foot a campaign of education and instruction for a clearing of the air; so that all over our broad land every American may come to respect every other American in whatever business he may be engaged, so that American citizenship shall be forever for the American citizen a title of respect and regard and brotherly affection."

This is the purpose for which your state and national associations exist, and for which they demand and should receive your support. The question that has repeatedly suggested itself during a year of comparative association inactivity is, "Of what benefit is membership in the State Association?"

In the past, it has been an efficient instrument ready to hand in time of emergency, a machine built and manned and ready for action. The time of rest and freedom from activity is the time, not for indifference and relaxation but for growth and increased power and perfected organization. As the business of the country becomes more complicated and as the tendency is more toward business regulation, the duties devolving on your Association will become more difficult and will demand an organization of enhanced efficiency.

There are still here and there grain shippers who maintain an attitude of suspicion toward the terminal markets and those who do business in them. There

may be and doubtless are dishonest and untrustworthy receivers, but they are no more numerous than are dishonest and untrustworthy shippers. The law of the survival of the fittest is disposing of both. Conformity to certain ethical business standards stamp a transaction as moral; this fact is old, we are but finding it a new expression. The quality of the transaction is determined by fact and not by suspicion. Nothing so befits a man as a common sense trust in the honesty of his fellows. Receivers and shippers should foster a community of interest to the better knowledge of the functions and difficulties of each as well as to their mutual commercial benefit.

SECRETARY'S REPORT

Secretary J. W. McCord next submitted his report as follows:

The work of the year closing today has been attended with varied and intense conditions incident to the wide fluctuations in the prices of all cereal crops, under the influence of unusual foreign demand. This condition has produced unstable prices and has contributed in large degree to the speculative element in the real commodity.

A thorough canvass, by contact and observation, discloses the fact that our dealers have prospered, greatly in excess of an average year.

This result has contributed much to the stability of and confidence in the business, and has created and stimulated a demand for elevator properties greater than ever before. Changes in ownership have been very numerous; many new operations have been established, and a large number of old elevators have been extensively repaired and improved. We can safely say that our country elevator capacity, as a whole, is "up to date," "first class," "A number one," fully adequate to all requirements for every purpose and condition of the trade, and is worth far in excess of par or physical value. Ohio excels all other states in permanence and stability of the business, adequate financial and physical requirements and facilities for the successful operation of every legitimate factor of the trade, which we believe is generally prosecuted by our dealers on a safe, sane, conservative and profitable basis.

Membership

At our last annual meeting much dissension was had concerning the indifference of a large number of our regular dealers who were still outside the fold. No practical plan was decided for a campaign for members. During the months of July and August I sent out personal letters to about 250 regular dealers, soliciting new memberships and also wrote personal appeals to about 50 old members who had allowed their membership to lapse. These first letters were supplemented by follow-up letters, one or two as occasion seemed to require.

The effort was intense and entailed a great deal of careful and hard work on the part of your secretary and his office help.

The result from the campaign is as follows: 12 new regular members; 57 new affiliated members; 1 old regular member restored; 13 old affiliated members restored, making a total of 83 added to our membership.

Much of the success in securing several members in the northwestern part of the state was due to the helpful influence contributed by Mr. Rice and other loyal members located in that territory.

Our membership is made up by the "Cream" of the trade, and its personnel is high grade. We expect to renew the canvass at an early date, and if there are present with us today dealers outside the fold, you may just as well walk up to the captain's desk and enroll at this meeting, for we will get you sooner or later; you have not intentionally neglected the matter, just plain carelessness and indifference, that's all. Now please give this matter your serious consideration.

Our membership stands today: 91 regular members and 215 affiliated members, a total of 306.

All of these who operate country elevators are affiliated by our association to the Grain Dealers National Association at our expense, thus affording all rights and privileges of both Associations, including

We do not need your money as much as we need your moral support, evidenced by your actual enrollment, and we are sure that you will not hesitate to join on account of the trifling cost. The broad lines of work which have come before us during the year have had our active efforts and support, namely: matters of uniform bill of lading, freight transportation, rates, rules, practices, classification, etc., Government corn grades, legislation, federal and state, the latter in particular, giving power of suspension of freight rates to the Public Utility Commission of Ohio, which authority was given under Senate Bill No. 43, which will become a law on July 30.

The secretary's financial statement showed balance on hand at close of last year, \$16.93, which, together with receipts, made a total of \$1,036.38.

The disbursements were \$1,026.22, leaving a balance on hand at the close of June 26 of \$10.16.

President Eikenberry read a tribute in the form of a memorial upon the members who had passed away during the year. These were W. C. Lewis of Edgerton, Charles Dewey, Blanchester; A. E. Royce, Bowling Green; S. B. Sneath, Tiffin; J. C. Spurrier,

Marysville; Sam D. Deckroth, Custar; W. E. Thompkins, Toledo; S. W. Strong, Urbana; H. S. Grimes, Portsmouth.

Frank H. Tanner of Columbus, secretary of the Ohio Millers' State Association, made an address on the subject, "Be a Booster, Not a Knocker." Every man, he said, should believe in himself and his business, have faith in his neighbor and be a booster member of his state organization.

E. Milton Crowe of Piqua, read a very instructive paper on "Efficiency Applied to Grain Sales."

The chair then appointed the following committees: Resolutions—C. E. Groce, J. C. Minnich, Jno. W. Boggs, E. T. Custenborder, G. W. Lamb. Nominations—B. G. Furnas, H. S. Heffner, Oscar Teegarden, C. O. Coppock. Auditing—A. H. Cratty, S. L. Rice, J. H. Motz. An adjournment was then taken until 2:30 o'clock in the afternoon.

WEDNESDAY AFTERNOON SESSION

The afternoon session was opened with an address by Charles Quinn, secretary of the Grain Dealers' National Association, on the work of that organization. Mr. Quinn presented in a succinct manner the definite reforms which the National Association had brought about in the trade, with a short sketch of present affairs to which it was devoting its activities. He enthused every one, both with his own sincerity and earnestness in the work, and also made stronger friends for the organization by his statements of what it was accomplishing, and had already done.

Reports were then given from secretaries of local associations. There were four locals represented, which were declared to be in flourishing condition. The meeting then adjourned.

THURSDAY MORNING SESSION

At the Thursday morning session a discussion was led by T. P. Riddle of Lima, on "Co-operation Between Farmer and Grain Dealer," and the "Tendency of the Government and Public Sentiment Towards the Elimination of the Middleman."

Mr. Riddle stated that he had found the most effective way to promote acquaintanceship with farmers was through the junior corn contests movement. It had caused a great awakening of interest among farmers. The grain dealer occupied a strategic position in reference to placing the farmer in closer touch with the work of the experiment station. As the farmer only sold his surplus it was a great benefit to the dealer if he raised larger crops. He spoke of the advantages of the local association in keeping grain dealers in closer touch with each other and said that he had come to the conclusion that it was impossible to eliminate the middleman. The greatest trouble was that dealers were misrepresented in government affairs, politicians had formed the habit of introducing measures, harmful to the grain trade, in order to play to the galleries. The hope of the grain trade lay in the constant efforts put forth to prevent this hostile legislation by Secretary McCord and Secretary Quinn of the National Association. In this connection he reminded dealers that they should take an active interest in the personnel of the new State Board of Agriculture. As the law designated the character of the membership, six of which should be farmers, the governor would without doubt give the grain dealers some place on the board.

C. W. Palmer of Jewell, manager of a farmers' elevator at that point, speaking from a farmer's standpoint, said one great cause for discontent among farmers was the manner in which market quotations were published in the daily papers. Farmers forgot that the quotations included the cost of getting the grain to market with all the charges incident thereto, and it was difficult to convince them that the dealer was not taking a profit of from 10 to 12 cents a bushel in wheat.

Willis Jones of Mt. Sterling, advised the elevator men to attend the Institutes so as to be able to answer the agitators who talked to farmers on quotations and margins, speaking upon subjects which they knew absolutely nothing about.

L. W. Forbell of New York, addressed the con-

vention on the subject of "Grain Exports; Present Status, Prospects and Perils." Mr. Forbell spoke of our very large exports of grain during the fiscal year just ended and its important bearing on the financial prospects of the country as being the source of the far greater part of the balance of trade in our favor. On account of present conditions, however, he stated that nothing could be presaged with any degree of accuracy for the future. Europe's future wants were uncertain, available ocean tonnage was small, and held at high prices. Nevertheless exporters hoped that conditions would work out all right when grain was offered, or in line for foreign markets.

Mr. Forbell then followed along the line of an address delivered at Indianapolis and published in our June issue, protesting against the provision of the Moss Bill standardizing the corn grades without permitting a continuance of the use of the export grade number. Exporters were fully satisfied with the adoption of uniform grades, he said, but they felt keenly the handicap the law would place on the trade in making it necessary to educate the foreign buyers to understand that No. 3 corn was the same as No. 2. It would surely result in giving a decided advantage to our competitors and result in serious

go far enough and should be supplemented by the issuance of reports or bulletins as often during the month as conditions warrant; and under the present system, where the Government reports but once a month, opportunity is given the so-called private expert crop reporters to scatter broadcast in the interim bullish or bearish news, much of which is unreliable, we believe that the Department of Agriculture could, with a comparatively small additional expense, make the present system of much greater value to the trade.

Resolved, that the Ohio Grain Dealers' Association, in convention assembled at Cedar Point, Ohio, on July 1, 1915, recommend to the Federal Government that the present crop reporting system be pushed a step further, and that enough competent men be employed to cover the territory from the time the crop is seeded in Texas until it is harvested in Minnesota. If this were done the trade in general would have much greater confidence in the reports which could be made frequently and, of course, at once in localities where sudden changes developed. Such a crop reporting system would, we believe, have a tendency to prevent wide fluctuations in the market.

Hon. Jas. A. Ryan.

Resolved, that we appreciate the visit of Hon. Jas. A. Ryan, the postmaster of Sandusky, to this convention, and his speech of welcome at this meeting. His address was an inspiration and we wish him success in his new field of labor.

Members Board of Agriculture.

Whereas, the Ohio grain dealers have \$50,000,000



MEMBERS OF COMMITTEE ON RESOLUTIONS

Left to Right—E. T. Custenborder, J. C. Minnich, Ed. Strilmatter, Col. C. E. Groce.

loss of export business. He suggested that the trade consent to use a grade name such as "Export No. 2 Corn," which would not affect domestic grades or trades, but would allow the continuation of the export business on substantially its former basis.

E. B. Hitchcock, secretary of the Illinois Grain Dealers' Association, brought felicitations from Illinois and said he was much impressed with the splendid work carried on by the Ohio Association.

RESOLUTIONS.

Col. C. E. Groce read the report of the Committee on Resolutions, which was adopted as follows:

The Moisture Tester.

Whereas, the U. S. Government has established rules governing the grading of corn; and

Whereas, the Government's rules governing the grading of corn make the moisture content the determining factor; and

Whereas, grain shippers sell corn subject to the moisture test and sooner or later will have to buy from the farmers upon a moisture test; therefore, be it

Resolved, that we respectfully petition the Agricultural Board to institute a plan for acquainting the farmers of Ohio with the purpose and plan of making moisture tests by having the moisture tester demonstrated at Farmers' Institutes and other gatherings of farmers.

Endorses the Moss Bill.

Resolved, that we reaffirm our former position in support of the measure known as the "Grain Grades Act," or Moss Bill, and urge its reintroduction without additions, alterations or amendments at the next session of Congress.

Reform of Crop Reporting.

Whereas, the present system of crop reporting by the United States Government is inadequate, in that it does not keep the trade fully informed as to the condition of the growing grain; and while we have no criticism to offer of the monthly crop reports issued by the Government, we believe these reports do not

invested in operating facilities and \$80,000,000 in working capital; and

Whereas, the welfare of our business depends largely on the welfare of the farmers; and

Whereas, we earnestly desire a sound and progressive administration of Ohio agricultural affairs; be it

Resolved, that we, the members of the Ohio Grain Dealers' Association, assembled in 36th annual convention, respectfully recommend and petition the appointment as members of the Board of Agriculture of Ohio the following: Dan. Kirwin of Waynesfield, Geo. Brecount of Conover, C. F. Crawford of Salem, C. E. Patterson of Piketon, C. E. Groce of Circleville, Willis Jones of Mt. Sterling, D. R. Risser of Vaughnsville, J. E. Wells of Quincy, C. M. Eikenberry of Camden, J. H. Motz of Brice, and Jas. B. Elliott of Defiance.

NEW OFFICERS

The following officers were then elected: President, John Wickenhiser, Toledo; vice-president, H. S. Heffner, Circleville; secretary, J. W. McCord, Columbus.

Governing Board—Willis Jones, Mt. Sterling; C. M. Eikenberry, Camden; Irwin Fangboner, Bellevue. The election of officers closed the thirty-sixth annual convention which then adjourned *sine die*.

In Winnipeg, the railroad companies have agreed to make a rate of one cent per mile to men who desire to go to work at the harvest.

In an elevator company's action in the *Gulf C. & S. F. Company vs. Justin Mill & Elevator Company, Texas Civil Appeals, 168 S. W. 411*, to recover for a shortage in wheat delivered by carrier, it was held that since the plaintiff's wagon scales were proved to be correct in 1910, it was admissible to show that the other scales were correct early in February, 1911.



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, JULY 15, 1915.

Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

AM I MY BROTHER'S KEEPER?

SOME 2,000 years ago an oriental came into prominence by asking this question of a certain Carpenter of Galilee. It has been asked innumerable times since then by those who would shirk responsibility. It is still being asked, but the answer has recently been couched in new terms. Where the moral issue alone was formerly considered, now a new note is being injected—the modern gospel of efficiency and diffused responsibility. The ramifications of business and of society are so closely interwoven that no one unit can assume independence no matter how great and powerful or how small and isolated.

At the farmer-banker conference, just closed, in Chicago, the statement was boldly made, and was accepted as true, that every manufacturer was responsible for the success or failure of his jobber, that every wholesale house must share the responsibility for the failure of the country dealer, and that upon each country merchant devolved the work of aiding his customers to prosperity. It is as important to disseminate intelligent conduct of business down the line as it is to extend credits. The latter should be restricted unless there is assurance of the presence of the former.

This line of reasoning can be applied with peculiar aptitude to the grain trade. The terminal market dealer who, of necessity, averages higher in business methods and intelligence than his country brother, although there are notable exceptions to the general rule, owes it to himself and to the trade to see that his shipper patrons are conducting their business on sound principles. The country dealer, by the same token, cannot afford to neglect informing himself and advising his farmer patrons of the

best way to handle the grain crops on the farm. Through its Crop Committee the Council of Grain Exchanges has made a beginning in this work, but there has been little done in the first step, the establishment of co-operative business effort between receivers and shippers. There is still too much of the old thought, How much can I do him for? and not enough of the new, How much can I do for him?

When the men in the grain trade acknowledge that the greater a man's intelligence and power, the greater shall be his responsibility toward those less well equipped; that he is in truth his brother's keeper just so far as he shall have strength to protect and wisdom to guide—then, and not until then, will the trade as a whole measure its greatest prosperity and its largest usefulness to the country.

SAN FRANCISCO GRAIN AWARDS

FINAL awards for grain exhibits at the Panama-Pacific Exposition have not been made. The lower jury of awards has made its recommendation to the superior jury, however, and based upon this report the newspapers of nearly every agricultural state are singing pæans of victory in behalf of their particular commonwealth. Judging from these newspaper stories either the Exposition officials have been most profligate of prizes, or else someone is counting unhatched chicks. But, after all, a state's agricultural pre-eminence is not based on bottles of extra plump grain or bunches of long stemmed grasses, but is measured by the miles of its grain and hay cars, delivering their millions of bushels and tons of contract grain and hay. A nice bright medal may bring a certain pleasure, but it is the grain dealer's fat check which wreaths the countenance of the farmer with the smile that won't come off.

A QUESTION OF VALUES

DURING a recent meeting of the State Grange of North Dakota a recommendation was adopted that the Grange use its influence in having a law passed to the effect that a farmer delivering grain to an elevator may demand that the grain be cleaned at a fair price and the screenings returned to him, or the elevator at its option may pay for dockage at market value. Screenings are worth from \$8 to \$12 per ton, and the farmers feel that they should have the value of that feed, which is lost to them in the ordinary dockage practice.

It is a question whether it is not worth more to Dakota farmers to get the screenings out of the state, than their feeding value comes to. We are inclined to believe that it would pay them to even give a bonus for such shipment or at least pay the freight. The bane of Northwest wheats is the free mixture of weed and foreign varieties. According to Dr. Duvel in a single bundle of wheat examined in a field in North Dakota the wheat heads showed 73 per cent bluestem, 16 bearded Spring (white chaff), 7.5 fife, and two per cent bearded Spring (red chaff). This was in addition to the rye and weeds present. No. 1 Durum sometimes contains as much as 16 per cent of hard Spring, and kinghead, cockle, vetch and other weeds are plentiful. Wheat values would be increased

materially if these mixtures could be eliminated, and instead of putting weed seed back on the farms in the form of feed, the farmers should rather expend their energy in preventing underground screenings being fed to stock or in fixing a penalty for weed culture.

NO SPOTTING CHARGES

THE Interstate Commerce Commission has finally forbidden the imposition of spotting charges by the railroads for placing cars on private tracks. The spotting schedules were filed by the Eastern roads shortly after the decision of the rate case in that territory last year and were promptly suspended by the Commission.

In its decision of July 12, the Commission stated that the line haul charge must cover the cost of spotting services, but intimated that where the regular tariffs were not sufficient to take care of this additional expense relief would be granted. This opens up great possibilities for future litigation. Line and terminal costs will have to be separated, and finally the value of specific services to the various interests served. Upon this point the grain trade would be called upon for testimony in large measure as the trade is largely dependent on the spotting practice. If such investigation is held, one of the principal points at issue will be the time that spotted cars are held out of service on private track. Now is a good time to close the door before this particular horse is stolen. Order cars when needed and bill them promptly.

THE DEMANDS ON OUR BREAD SUPPLY

WHEN the history of the first year of the war shall have been written, due acknowledgment will be made to the part America has taken. We have been the larder of the western European armies and have contributed largely to the supplies of the central group. During last May we exported breadstuffs to the value of \$45,991,818 as against \$12,405,117 worth in May, 1914. Wheat exports were 14,182,447, as against 6,809,044 bushels during May of last year, and the oats exports were 13,023,168 and 607,846 bushels. For the 11 months ending May, 1915, our breadstuffs exports were valued at \$529,838,753, as against \$144,109,251 during the same period of the preceding year. The relative wheat exports during the two periods were 249,576,455 and 84,949,828 bushels, and for oats 86,428,656 and 1,577,877 bushels.

The enormous increase is directly attributable to the war, combined with a general world shortage. During the coming crop year certain factors for comparison must be borne in mind. First, the world production for the coming year, outside of Europe, promises much better than last year; second, the warring countries have settled down to a war basis of consumption which will very materially decrease their bread stuffs requirements, even in America the bread consumption having fallen off to a marked degree, due to the high prices. In the face of our bountiful prospects for the new crops these considerations cannot be ignored. Then there is the ever-present possibility of complications in the Dardanelles situation. On the whole the

market seems to be in a position where unusual care must be exercised.

CHICAGO AS HOST

MAYOR William Hale Thompson of Chicago has set apart the week of August 2 to 7 as Chicago Market Week. It is expected that there will be the greatest display of the commercial resources of the city that has ever been made, and in addition there is under way a program of entertainment seldom if ever equalled by any municipality. It will be a great time in the village, and if you are planning a visit here that will be the week to make it.

The Board of Trade will extend its most cordial hospitality to its visitors as it always does, and our latchstring will be out to all our readers who find themselves at 431 South Dearborn Street. Welcome!

THE CROPKILLER VANQUISHED

THE Government crop report for July has torpedoed and sunk the good ship *Crop-killer*, in spite of its heavy armament of fly, bug, rain, hail, and flood. To be sure these deadly weapons reduced the Winter wheat prospect from 676 million bushels on June 1 to 668 million on July 1, but the Spring wheat increased from 274 to 295 million bushels, a total increase for the month of 13,000,000 bushels.

All of the other grain crops show a decided advance over the condition at this time last year, so that it is certain that the grain trade will have a busy time of it. Volume and profit do not always go hand in hand, however, when the dealers are speculatively inclined, and the future seems pregnant with probability for great fluctuations in price.

WHY A BILL OF LADING LAW?

THE address of Senator Atlee Pomerene before the National Hay Dealers' Association at Buffalo, which appears on another page of this issue, will inform many readers as to the specific reasons a new law governing bills of lading is so badly needed. While many trade associations, including the grain dealers, have endorsed the Pomerene Bill, they have done so largely because of some favorable clause or other particularly affecting their industry, or because of the general improvement of the proposed bill over the one now in use. The reason the agitation was started, however, and the helplessness of those who accept present bills which are fraudulently issued, is not so well understood.

Under the stress of precedent, first laid down in England 64 years ago, our Supreme Court has declared:

A bill of lading, fraudulently issued by the station agent of a railroad company without receiving the goods named in it for transportation, but in other respects according to the customary courses of business, imposes no liability upon the company to an innocent holder who receives it without knowledge or notice of the fraud and for a valuable consideration.

By this decision the railroads are relieved of all responsibility for any frauds their agents may perpetrate, a privilege accorded the principal in no other line of business. This is a constant menace to the integrity of merchandise

bills, and if the Pomerene Bill did nothing else but correct this evil it should have the most loyal support of all business interests. We recommend the address for your careful reading.

POLITICS AND EFFICIENCY

THE suit started by the State of Missouri against the Merchants' Exchange of St. Louis to compel that organization to discontinue its weighing service for shippers and receivers of the market is another example of misdirected official energy. The word "misdirected" is used advisedly in spite of fact that the state attorney is carrying out a legislative enactment, for the weighing service as carried on at St. Louis and Kansas City is so well organized and efficient that any interference or substitution can only work for harm. This is the unanimous opinion of shippers and receivers alike, both in Missouri and Kansas. The grain associations in both states have expressed themselves by resolution to that effect, and many individuals have voiced their opinion in no uncertain terms.

Observance of law is an acknowledged duty, but occasionally observance is honored in the breach. This seems to be one of those times. Every statute book is crowded with laws which are never attempted to be enforced. Some of them should be. It seems too bad that the energetic officials should not have made a wiser selection as the target for their activity.

A PLACE TO SAVE

GOOD business methods, in these days of severe competition, consist largely, not in trying to get a higher price for your goods than your competitor, but in trying to produce them cheaper. Since the price of American wheat in ordinary times is made at Liverpool, the transportation cost is a most important factor. The producer receives what the consumer pays, minus the cost of getting it to him. Every reduction then, in the cost of transportation means more money for the farmer and a greater incentive to raise more grain. We cry to high Heaven if the railroads propose to increase their grain rates, but we pay little attention to the greatest factor in transporting grain—good roads. To haul a ton of wheat four miles over a bad country road costs as much as it does to send it half way from New York to Liverpool, and yet we continue to abuse the railroads and steamship lines while we flog our horses through the mud. As an example of unparalleled inefficiency the average American country road takes home the bacon.

Some communities are waking up. New York State has spent \$150,000,000 on its roads, and other states have made vast improvements. But the incentive to betterment has come largely from automobilists who are concerned for their comfort, and not from the farmers and business men as a good business investment. It is estimated that the American people spend a billion and a quarter dollars a year on automobiling. If it results indirectly in general improvement of our roads the money will be well spent. In the meantime it is something for every community to concern itself about, even if it doesn't boast a single Ford.

EDITORIAL MENTION

Hail insurance has been one of our most profitable investments this year.

Financial stringency, due to the withdrawals for crop moving, is conspicuous by its absence.

After the wheat is cut begin a systematic campaign in your locality against the Hessian fly.

The wheat crop of Nebraska could feed an army of 15,000,000 men for a year. And the army will probably need it.

If you would insult a co-operative farmer in North Dakota call him a Minneapolis Exchange operator; in Illinois refer to him as a member of the legislature.

The drowned out corn fields of Kansas are being planted to feterita and dwarf Kaffir. It will not be long before the sorghums receive regular grades on all markets.

Malnutrition is the greatest factor in the large death rate of our slums. It works the same way with wheat. A well fed wheat plant is more resistant to fly and rust.

With their usual modesty California papers recently cited the wheat crop prospects for that commonwealth under the heading, "California Again Leads." Kansas papers please copy.

The first car of new wheat received at St. Louis this year came from Ferriday, La. This is particularly significant for Louisiana wheat has never heretofore figured in interstate commerce.

The bag shortage in the Pacific Northwest will probably do more to hasten bulk handling of grain than months of other propaganda could do. The best way to remedy a fixed habit is to make it expensive.

In Missouri the State Superintendent of Insurance fixes the rate on various commodities. The grain rate has been set at \$1 per 100, reducing it from \$1.25, at which price much of the new crop was insured.

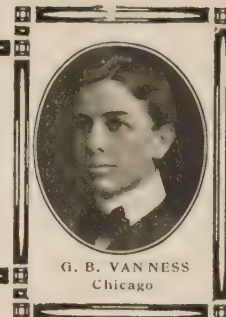
Kansas farmers are using beer kegs as additional wheels on their binders to keep the machines from becoming mired. There is a shortage of kegs because Kansas is dry. Another argument for the wets.

At recent meetings of Western grain dealers and millers crop talk has been woefully pessimistic. If their word for it were better than the Government's wheat today would be \$2 per bushel. Uncle Sam, however, sees into corners which the crop killers overlook.

A report says that the German Government will fix a maximum price for this year's grain as it did last. With the watchful eye of the administration upon every table there is little fear that the Germans will overeat themselves on bread in spite of this uneconomic policy.

J. W. YOUNG
Toledo

NEWS OF THE TERMINAL MARKETS

G. B. VANNES
Chicago

FAVOR GOVERNMENT SUBSIDY

The directors of the Milwaukee Chamber of Commerce recently went on record as favoring government subsidies for a merchant marine in this country.

NEW CLEARING HOUSE ASSOCIATION

The Chamber of Commerce Clearing House Association has been incorporated at Milwaukee, Wis., with a capital stock of \$10,000. Among the incorporators are E. G. Hadden, W. A. Hottensen, H. F. Franke, H. H. Petersen, Jos. Lers.

ANNUAL OUTING OF PITTSBURGH EXCHANGE

The Grain and Hay Exchange of Pittsburgh, Pa., held its annual outing at Wexford Grove the latter part of June. Superintendent G. Burson had arranged an excellent program of sports, there was a record breaking attendance and everybody had a most enjoyable time.

FOREIGN DEMAND MAY BROADEN

"There has been a moderate improvement in the foreign demand for wheat, which should soon become broader," says L. W. Forbell & Co., of New York City, in a market letter, July 12. "Sales for shipment have been limited and offerings for any date of July shipment are wanted and sell readily."

SHIPMENTS OF EMPTY BAGS

Grain men of St. Louis, Mo., have filed a complaint with the Public Service Commission of Missouri, against a number of railroads, charging that there is no definite rate in use by the roads applicable to the shipment of empty bags, and they request the commission to fix a rate of one-fourth the class rate.

TO DISSOLVE EQUITY-CO-OPERATIVE EXCHANGE

A suit which was instituted by the attorney general of North Dakota to force the Equity Co-operative Exchange of Minnesota into a receivership, has been carried over until next September. Pending the trial of the case the books of the exchange will be examined to ascertain the financial condition of its affairs.

PLENTY OF WHEAT FOR EUROPE

"The present promise with the farm reserves and second-hand holdings suggest an available amount of 1,000,000,000 for the coming season as against 960,000,000 the season just ended. This would furnish around 375,000,000 exportable surplus, with the Canadian crop fulfilling promise, this continent would be in shape to furnish over 500,000,000 bushels of wheat or almost the whole of the European requirements, if the war should continue to shut out the exports to Belgium and Germany."—Clement, Curtis & Co., Chicago, July Letter.

EXPORTS TO BE LESS

C. A. King & Co., of Toledo, say that foreign governments over-bought last year. They were afraid of a famine. Possibly the Allies thought they could starve Germany but the latter country was too well prepared and imports only a small share of their food in normal times. Great Britain has large amounts still coming from India. They talk as if they could get along until Canada could ship their new crop, but this is doubtful. England prefers to buy of Canada, India and Australia, her own countries. It would not be necessary for her to estab-

lish credits with them as it would be if they bought from the United States. Flour buyers in the United Kingdom have contracted for some flour for July and August shipment. Our country will probably export much less than year ago unless prices become more attractive and near a normal range.

A GROWING KANSAS CITY FIRM

One of the newer and thriving grain firms to engage in the grain business in the Kansas City market is that of Bruce Bros. Grain Company with

As the Bruce Bros. Grain Company they will carry on a general commission business in grain on consignment, and have one of the most efficiently organized forces of department managers in that market. They also maintain a branch at Wichita in charge of D. R. Brooks, an experienced grain man formerly with the Kansas City Flour Mills Company. O. C. Hess, formerly with the E. E. Roahen Grain Company, represents the firm on the road, is well known and will travel through all the Southwestern states. Since its inception the business of the firm has been growing rapidly, and the energy and distinctive service afforded by all the members of the company and its employees point conclusively to a prosperous future.

HOW THEY UNSCRAMBLE THEIR TRADES

Looking down upon the Chicago wheat pit on a morning of more than usual activity one sees a caldron animated by eccentric individuals, contortionists, gesticulating, threatening, fighting, madly vociferating, pausing only for a second of time at intervals to write a few figures on a card which they hold in their hands, when they commence all over again the strange combat.

It was such a scene that Mrs. Genevieve Clark Thompson, daughter of the distinguished Speaker, on her honeymoon, looked down upon recently accompanied by her husband and President Canby of the Board of Trade. On leaving the Board, Mrs. Thompson said to Mr. Canby: "It certainly is worth a trip to Chicago, if nothing else were seen, but I don't see how they ever unscramble their trades."

CHANGES IN MEMBERSHIP

Baltimore.—Henry A. Rumsey, Jos. W. Weiss and Edw. T. Shell, Jr., were granted membership in the Chamber of Commerce of Baltimore. Reported by Secretary James B. Hessong.

Chicago.—The new members of the Chicago Board of Trade are: Thos. C. Crafts, Jr., Edgar F. Richards, Henry D. Hughes, Geo. C. McFadden, Jas. P. Sledge, John H. Lloyd and Benj. B. Bryan, Jr. The memberships of John M. Dennis, Robert E. Jones, Robert B. Gentles, Robert B. McConnell, Carlos S. Herrick, Chas. O. Matheny and James W. Gordon have been transferred. Reported by Secretary J. C. F. Merrill.

Duluth.—Membership was granted to the Board of Trade to the following: W. F. Starkey, J. F. Finkelson, W. L. Brisley and Otto Keusch. E. P. Bacon, E. H. Pugh, J. B. Gilfillan, Jr., and George C. Bagley have withdrawn their memberships from the same organization. Reported by Secretary Chas. F. MacDonald.

Kansas City.—James H. Wooldridge was admitted to the Board of Trade on a transfer from J. G. Peppard; Lester B. Stevens on one from H. F. Probst; F. D. Bruce had transfer from S. C. Woodson and Howard E. Merrill had one from A. L. Schmith. Reported by Secretary E. D. Bigelow.

Peoria.—The membership of Moses Morris in the Board of Trade was transferred to C. H. Williamson, Jr., of Peoria, Ill., and that of Walter Barker to John Finley, President Commercial German National Bank of Peoria. Reported by Secretary John R. Lofgren.

Richmond.—The resignation of W. L. Butter & Co. from the Grain Exchange took effect June 30, 1915. J. Lee was elected to membership. Reported by Secretary Y. E. Booker.



F. D. BRUCE



M. C. BRUCE



O. C. HESS

offices in the Board of Trade Building. Although a new firm, the Bruce boys are not new in the grain trade of the Southwest as they have been associated with grain affairs since leaving the farm on which they were born and raised near Dearborn, Mo.

F. D. Bruce made his first venture in the grain industry by establishing a milling business at Dearborn, Mo., which he conducted from 1894 to 1908 as the F. D. Bruce Milling Company. In connection with the mill he operated a grain elevator and bought and shipped grain. For a while both the brothers bought grain for the R. T. Davis Milling Company of St. Joseph, Mo., and it was during this period that they gained a wide acquaintance in Iowa, Missouri, Kansas, Nebraska and Oklahoma.

More recently F. D. Bruce and M. C. Bruce were associated with the E. E. Roahen Grain Company of Kansas City, F. D. Bruce managing the Wichita branch of the firm for the past two years. Altogether they have shipped grain to Kansas City, under one firm or another, for the past 22 years.

Toledo.—The new members of the Produce Exchange are: B. F. Schwartz and Louis J. Schuster. Reported by Secretary Archibald Gassaway.

WE HAVE NO COMPETITION

"Western Europe now buys wheat through one source. No competition. United States August exports of wheat and flour will probably not exceed fifteen to eighteen millions versus thirty millions last year. Europe appears to possess unreported supplies. Trifling export demand during July is a great surprise. Biggest United States exporter says Europe will buy scientifically. The small amount of new wheat to export in August will enable our urgent home demand to be satisfied quickly. If war continues European wants may not exceed 290,000,000 United States wheat and flour, 45,000,000 below 1914-15."—E. W. Wagner & Co., Chicago, Letter, July 12.

GEORGE SCoulAR

When George Scoular left Ayr, Scotland, the home of his birth, to come to the United States, he drew largely on his native land for certain shares in proverbial honesty, thrift and enterprise. "That



GEORGE SCoulAR

the country must have honored his draft is evidenced by his rapid advancement in a successful business career after arrival in the land of his adoption. He conducted a prosperous grain business at Superior, Nebr., for upwards of 30 years and has recently, as a step onward, organized the Scoular-Bishop Grain Company of Kansas City, Mo., with offices at 512 Board of Trade Building.

Probably one reason for the selection by Mr. Scoular of the grain business in which to devote his activities, was the fact that his father was a miller of Ayr, Scotland, the birthplace of Robert Burns, and the young man inherited grain and milling tendencies. While carrying on a grain business at Superior, he had associated with him D. C. Bishop as manager, who is now the junior partner in the company. Jay H. Wooldridge, a well known and popular young man in Kansas City grain circles, is the manager of the business which has started off advantageously and bids fair to outrival the success made by Mr. Scoular at his Nebraska home.

The White Grain Company is a new firm to obtain a membership and engage in the grain business on the Duluth Board of Trade at Duluth, Minn. R. M. White, the senior member of the firm, was formerly a director and treasurer of Randall, Gee & Mitchell of Minneapolis, and is a director of the National Hay Association. The new concern will operate a hay warehouse on the slip at Twelfth Avenue, West, and Railroad Street, and offices have been opened at 208 Board of Trade Building.

TERMINAL NOTES

James Clark has arranged to enter the brokerage business at Atchison, Kan.

The E. E. Roahen Grain Company, of Kansas City, Mo., has reopened its office at Wichita, Kan., with F. P. Sperry in charge.

Thompson & McKinnon of Chicago have opened a branch office at Evansville, Ind., under the management of William J. Craitz.

Walter Trappe has been appointed district manager, with headquarters at Baltimore, for the Norris Grain Company, of Chicago, Ill.

The Aylesworth-Neal-Tomlin Grain Company of Kansas City, Mo., recently increased its capital stock from \$100,000 to \$250,000.

William B. Wilson, a broker on the Chicago Board of Trade, was recently suspended for a period of three years for irregular trading.

The Donahue-Stratton Company, of Milwaukee, Wis., one of the large grain and feed firms of that market, has increased its capital stock to \$100,000.

The Griffith Grain Company has been organized at Davenport, Iowa, to engage in the buying, selling and storing of grain. The capital stock is \$15,000.

The J. Rosenbaum Grain Company, of Chicago, capitalized at \$1,700,000, has been licensed to carry on a grain business in Texas. Its headquarters are at Ft. Worth.

The E. B. Conover Grain Company of Springfield, Ill., has been incorporated with a capital stock of \$40,000 by E. B. Conover, John McHenry, Sim Fernandes and A. J. Jones.

The Root Grain Company of Kansas City, Mo., has been incorporated with a capital stock of \$45,000. The incorporators are Sam C. Groth, Dugold Spence and George R. Smith.

The Moore-Seaver Grain Company of Kansas City, Mo., has closed its branch office at Ft. Worth, Tex., Chas. R. Champion, former manager, having resigned on account of failing health.

The Hermitage Elevator, at Nashville, Tenn., which has been operated by Chas. D. Jones & Co., for the past year, has been taken over by the owner, the Nashville Terminal Realty Company.

The W. H. Marshall Commission Company, of Kansas City, Mo., has been organized with a capital stock of \$13,000 fully paid. W. H. Marshall, of Joplin, Mo.; W. S. Gunning and George W. Ball, of Webb City, are the incorporators.

William E. White, one of the best known of the local grain men of the Chicago Board of Trade, has associated himself with Noyes & Jackson and will devote himself principally to taking care of the firm's cash and future business.

John G. Lonsdale has retired from the grain and stock firm of Logan & Bryan of Chicago and New York and the co-partnership is now composed of Benj. B. Bryan, Stuart Logan, Howard T. Logan, F. C. Hollinger and Ben B. Bryan, Jr.

The Swift Grain Company has commenced business on the Detroit Board of Trade at Detroit, Mich. The officers of the company are T. W. Swift, president; E. P. McKenna, of Chicago, vice-president, and D. M. Cash, secretary and treasurer.

The first car of new wheat to arrive at Chicago came from Olive Branch, Ill., July 1, graded No. 3 red and weighed 55 pounds. The car was reported sold by Bartlett-Frazier Company at \$1.18 per bushel to the B. A. Eckhart Milling Company.

Pope & Eckhardt Company of Chicago have opened the new crop season by sending their friends a handsome and useful gift in the form of a desk paper weight, of which the leading feature is a picture, in colors, of an attractive young woman.

Langenberg Bros. & Co., of St. Louis, Mo., have applied for corporation papers in the name of the Langenberg Bros. Grain Company. The capital stock will be \$325,000, with \$325,000 surplus, making a total of \$650,000 for a working basis. H. F. Langenberg holds 1,050 shares; H. H. and C. H. Langenberg, 750 shares each; F. W. Langenberg and

Dan Mullally, 300 shares each, and C. M. Brouster, 100 shares.

Harry Todd, one of the younger and popular men in Chicago grain circles, recently with the grain commission firm of M. L. Vehon & Co., has gone with E. Lowitz Company as assistant manager of the cash grain department under Sam Finney.

The Neola Elevator Company of Kansas City, Mo., is now represented at Little Rock, Ark., by the Munn Brokerage Company. The Neola Elevator Company is a subsidiary of the Armour Grain Company of Chicago and does a very large export business through the southern outlets.

A new grain firm has been organized at Kansas City, Mo., known as the Hodgson-Davis Grain Company, which will succeed the Missouri Grain Company and the Davis Commission Company. The capital stock is \$25,000, and the principals involved are H. H. Hodgson and C. K. Davis.

The Western Grain Company of Kansas City, Mo., commences an announcement in our "Grain Receivers and Shippers" department beginning with this issue. We can commend this firm to the trade as being composed of young, energetic men, amply capitalized and having all the facilities necessary to give patrons the very best service.

A number of changes were made in some of the Van Dusen-Harrington companies of Minneapolis, Minn., on July 1. A. G. Moritz, recently manager of the Atlas Elevator Company, retired and was succeeded by L. P. Godfrey. J. A. Reed became assistant to Mr. Godfrey, and C. B. Rogers took up the management of the business of G. W. Van Dusen & Co.

The Peirson-Lathrop Grain Company, of Kansas City, Mo., is one of the latest Southwestern firms to make use of our publicity service. Latest as well as best, for the standards of business set and maintained by this firm are very high, and during the nine years they have been connected with the grain trade in Kansas City they have constantly added to the number of their patrons through careful watchfulness of each customer's interests.

It is reported a new company is in process of formation to take over the line of elevators operated by the Western Elevator Company of New Richmond and Manitowoc, Wis. The properties of the company lie in Wisconsin, Minnesota and the two Dakotas. The Western Elevator Company succeeded the Northern Grain Company several years ago which, besides the head offices in the two cities named, maintained an office at Chicago, Ill.

The firm of C. O. Matheny & Company, which has been engaged in the grain business at Springfield, Ill., for upwards of 20 years, wound up its affairs on June 30 owing to the illness of the senior partner. John H. Lloyd, who has been the active partner for the past several years, will continue the business in the old offices in the Ferguson Building under the firm name of John H. Lloyd & Company. They will continue as correspondents of Bartlett-Frazier Company of Chicago with private wires to all important markets as well as carrying on a general grain business.

The old established firm of W. L. Green Commission Company of St. Louis, Mo., has been reorganized as the Marshall Hall-Waggoner Grain Company. There has been no change in management and the organization has been enlarged, together with facilities for giving patrons the most satisfactory service possible. The personnel of the company is now: Marshall Hall, president; E. L. Waggoner, vice president; W. J. Ravold, secretary; J. T. Arthur, treasurer; W. T. Brookings, manager export department; H. H. Savage, traveling representative.

At the recent Red River Valley Exhibit, held at Crookston, Minn., the corn shown was the realization of the wildest "corn dreams" of the past five years. The grain exhibits of wheat, oats, barley, rye, flax, etc., were more than double those of the past year.

TRADE NOTES

A. H. McDonald, dealer in second-hand gas and gasoline engines at 547 West Monroe street, Chicago, has established a branch office for the sale of engines at San Francisco, Cal.

A new automatic hopper scale register has been invented by O. A. Kneeland and L. A. Walling of E. L. Welch & Co., of Minneapolis, Minn. It is designed as an aid to the country elevator operator as every load taken in will be automatically registered, eliminating all chance of error.

The superior jury of awards of the Panama-Pacific Exposition has confirmed the findings of the Department Jurors, thereby awarding to the S. Howes Company, Silver Creek, N. Y., a gold medal for its exhibit of Eureka Wheat Cleaning Machinery. This is the highest honor that could be awarded and the latest proof of Eureka excellence.

The S. Howes Company of Silver Creek, N. Y. just received the following letter from the Sperry Flour Company, which is operating a complete flour mill at the Panama-Pacific Exposition: "It may interest you to know that we won the grand prize for flour which was packed on your packers, and made from wheat which was cleaned by your Eureka Separators, scourers and brush machines."

The publication *Graphite* appeared in June with a first page reproduction of the bronze statue "The Pour." The statue shows a melter pouring a hot liquid from a crucible. The excellent workmanship of the crucible leads one to imagine that it was manufactured by the Joseph Dixon Crucible Company of Jersey City, N. J., but investigation shows it was modeled by H. Mueller and imported from France.

The death occurred in June of E. F. Williams, postmaster of Sterling, Ill. Mr. Williams was formerly a member of the old Williams & Orton Manufacturing Company of Sterling, which was later succeeded by the Charter Gas Engine Company, now one of the oldest and strongest manufacturing concerns of that city. All the departments of the city government were closed during the funeral hour and the remains were laid away in Calvary Cemetery.

The Huntley Manufacturing Company of Silver Creek, N. Y., proprietors of "Monitor" Works, announces that a new catalog No. 53 is now ready for distribution. It is unnecessary to state to those acquainted with the standards of progress set and maintained by this company that the new catalog is larger and better than any before issued by them. It carries something like 100 illustrations of "Monitor" Improved Milling and Receiving Separators, etc., with several designs of wheat scourers and polishers, wheat peelers, special separators, bran, flour and feed packers. The catalog will be mailed free to any address and is put up in such manner as to deserve careful reading. It presents particulars of "Monitor" innovations that will prove illuminating and instructive to every owner of a grain elevator and milling plant.

At the official distribution of prizes at the Panama-Pacific International Exposition at San Francisco, Calif., The Wolf Company of Chambersburg, Pa., in winning the grand prize, was paid the highest possible tribute to which any distinctive class of exhibitors can aspire. It was not alone significant that this company captured first honors, but the fact that the Sperry "Drifted Snow" Flour made by the Wolf-equipped mill had the distinction of standing at the head of its class, carries its own suggestion as to the quality of the machinery which turned out this product. The principal equipment of the prize winning mill consists of six stands of Wolf Bearing Double Roller Mills, two of the modern, self-balanced and automatically controlled Wolf sifters, and four Wolf Improved Middlings

Purifiers. The capacity of the mill is 100 barrels daily.

The Grain Machinery Company, Inc., of North Vernon, Ind., presents to our readers this month its "Economy" Cracked Corn Separator and Grader. This machine has had a very large success since its introduction to the grain and milling trades and does very remarkable work, grading, separating and cleaning 25 to 35 bushels of corn per hour on the smallest machine. Complete particulars will be sent on request.

Recent literature published by Sprout, Waldron & Co. of Muncy, Pa., includes catalogs on Monarch Ball Bearing Roller Mills, Monarch Ball Bearing Attrition Mills, Monarch Packing Machines, and the Monarch Cracked Corn Separator and Grader. The catalogs are gotten out with unusual care and the subject matter presented in such a concise manner that the busy miller can grasp it at a glance. Readers cannot fail to be impressed with the quality of material and workmanship entering into the manufacture of these standard "Monarch" machines, nor the important part they play in the operation of the modern grain elevator and mill.

G. M. Robinson, president and treasurer of the Charter Gas Engine Company of Sterling, Ill., is called the father of the Manufacturers' Baseball League of that city. He is the oldest known active player in this country and has for years taken an interest in clean baseball for Sterling and the pleasure of the workmen of the city. The season opened on a recent Saturday afternoon with a fast game played between the "Charters" and the "R. B. & W.'s" and as Mr. Robinson came to bat he was presented with a beautiful floral emblem, the gift of the league in appreciation of his efforts. The "Charters" won their first game by the decisive score of 7 to 3.

In equipping the Sunset Elevator of the Southern Pacific Railway at Galveston, Texas, "Rexall" Double Stitched Belting was used exclusively for elevator legs and conveyors. The popularity of Rexall belting for elevator service is evidenced by the re-ordering of this brand of belting by the large terminal houses who have learned of its superiority in constant service. The shipment referred to was forwarded from Chicago to New York via rail and from New York to Galveston on the *El Sud* of the Morgan Steamship Line. "Rexall" is the product of the Imperial Belting Company of Chicago, and is, they believe, the realization of their aim to put on the market a belt of superior qualities, the sales of which will increase in direct ratio as it becomes known to the grain industry.

THE SITUATION IN FRANCE

The resolution by which the French Chamber of Deputies gave the Government power to take over the control of the grain and flour in that country, was recently translated by the *Millers' Gazette*, of London, as follows:

Article 1.—The military authority is invested, for the duration of the war, with the right to provide, by means of requisition, wheat and flour for the needs of the civil population, and can delegate this right to the civil authority.

Article 2.—The military authority, or the delegated civil authority, will proceed to execute requisitions and to regulate indemnities, in the manner provided for by the law of July 3, 1877, in respect of military requisitions.

Article 3.—The Minister of Commerce, Industry, Post and Telegraphs is authorized to effect through the service of supply, wheat purchases and sales for the requirements of the civil population. The total outlay for these buying operations, including ex-

penses for transport, loading and unloading, receipt, handling and supervision, storage and preservation, must not exceed 150 million francs (\$30,000,000).

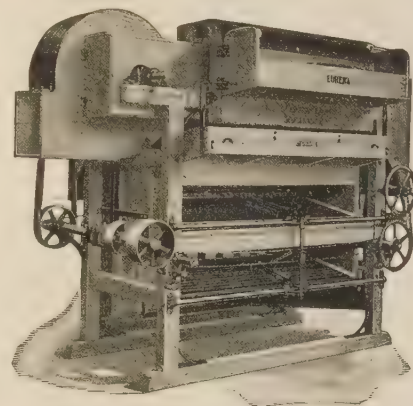
Article 4.—A credit is opened to the Minister of War for the year 1915, in addition to the provisional credits opened by the law of December 20, 1913; and the special laws, of the amount of 50,000,000 francs, to provide advances for wheat purchases intended for the requirements of the civil population.

Article 5.—In addition to the provisional credits opened by the law of December 26, 1914, and by the special laws, credits are opened to the Minister of Commerce and Industry, Post and Telegraphs, for the year 1915, amounting to 70,054,000 francs.

The amounts of sales are received for the benefit of the service of supply, and will serve concurrently with the transport funds, for the payment of purchases within the limits fixed.

A BIG WAR ORDER

Fifteen months or so ago a technical engineer officially connected with one of the belligerent European nations, came to the United States to investigate elevator construction and equipment. His work brought him in contact with all sorts of grain handling plants and machinery. He saw every-



"EUREKA" SIDE-SHAKE RECEIVING SEPARATOR

thing worth seeing in that line; every item was exhaustively reported upon to his government, which with a view to conserving its supply of cereals and to provide against the exigencies of war, has now decided to at once erect a number of grain warehouses. These will, to a certain extent, be patterned after American elevators and much of their equipment will be American made.

In this latter connection, it is interesting to note that in open competition with the whole world, The S. Howes Company of Silver Creek, N. Y., secured the contract for a vast amount of machinery including "Eureka" Receiving Separators, "Eureka" Tubular Dust Collectors, and "Eureka" Grain Driers. The officers of The S. Howes Company naturally feel greatly elated at having been awarded this important contract, adding as it does one more to their long list of government jobs. The S. Howe Company has already furnished large numbers of "Eureka" Grain Cleaning Machines to the British, French, Russian, Dutch, Turkish, Indian and Egyptian Governments and to the United States of South Africa.

The farmers of North Dakota received \$7,880,000 for their corn alone last year.

The desperate need of the people of Mexico City is shown by a report from that place which states that from 12,000 to 20,000 of the city's poor have stood from early morning, through the heat of the tropical sun until late at night at the food distributing station, to receive enough corn to keep them alive. On some days as many as 200 have had to be carried away on stretchers, weakened by the lack of food, overcome by the heat of the sun or suffocated in the dense crowds. So desperate have the half-starved Mexicans become at times, that the soldiers guarding the lines have been obliged to fire their guns over the heads of the people in an effort to keep a semblance of order.

NEW CHICAGO HOME OF THE
WORLD'S GREATEST SEED BUSINESS

Out on the southwest side of Chicago, in the central manufacturing district, stands the new home of the world's largest seed merchants, The Albert Dickinson Company. Grass and field seed isn't their business, however. They manufacture a line of high-grade poultry and stock foods. The

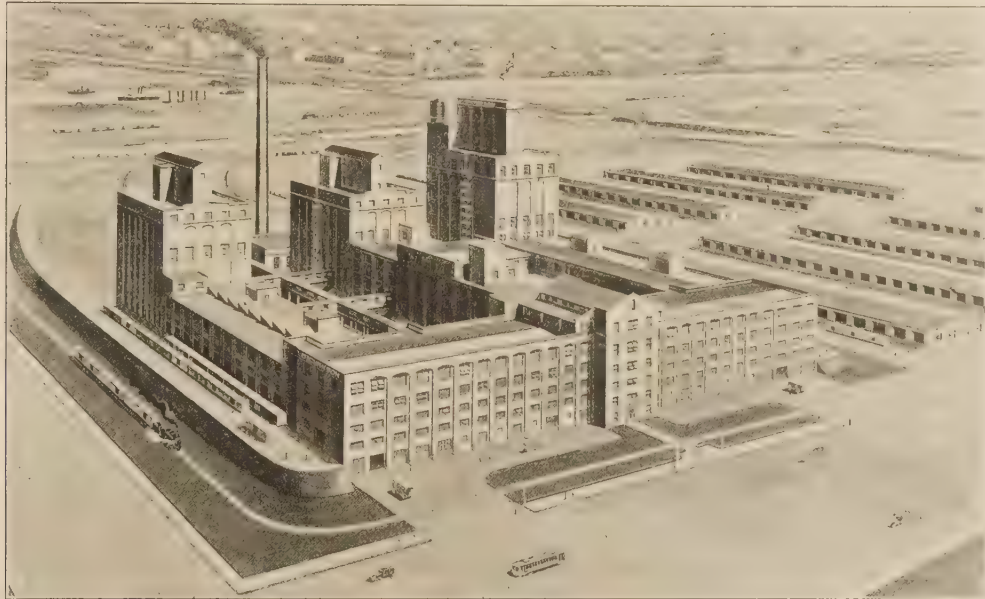
cost, resulting because of wide distribution, in goods of highest quality at reasonable prices.

Naturally enough, the service idea permeates the whole institution. Undoubtedly this big business is the result of service behind good goods at right prices.

The latest Dickinson service idea is Nod-O-Gen, legume inoculating bacteria, free with alfalfa, cow-pea and soy bean seed. This means much to the dealer,

selling plans and advertising literature filled with interest for the farmer. This company believes that it should deliver to the dealer something more than mere seed. It believes its customers are entitled to seed plus selling service. Ask any Dickinson dealer what he thinks of this service. What he tells you will make you forever and ever a believer in service.

When this wonderful business establishment was planned the employes weren't forgotten. There are sun parlors, recreation rooms, a dining room where free luncheon is served, physician and hospital service; also a baseball diamond and tennis courts. A beautiful 25-acre lawn surrounding the plant makes a suitable setting for these seed warehouses. The Dickinsons figure, and rightly too, that em-



BIRDS-EYE VIEW OF THE NEW PLANT OF THE ALBERT DICKINSON COMPANY, 35TH ST. AND CALIFORNIA AVE., CHICAGO

popcorn industry owes its present magnitude to the energy of the Dickinsons. It follows, therefore, that Dickinson's popcorn is sold wherever popcorn is used.

The site of the new plant is from California Avenue to the Panhandle tracks, and between the new Drainage Canal and Thirty-fifth Street—an area of 60 acres. Direct connection with every railroad entering Chicago, and water facilities afforded by the Drainage Canal, give transportation facilities necessary to the operation of a business of such proportions.

The principal buildings are 420x420 feet, with the highest roof 200 feet. There is trackage room in

because it increases the chances of success with the crop probably 50 per cent, and improves the feeding value—for the farmer. Heretofore farmers have had to pay from 50 cents to \$5 for the inoculation which they can get here without charge. Free inoculation stirred up a world of enthusiasm from the start. Larger bacteriological laboratory quarters have been provided to take care of the great demand for Nod-O-Gen. The interest in alfalfa of late years, and the consequent increased acreage, is doubtless in no small measure due to the untiring efforts of this firm in advertising "the wonder crop," but more especially in furnishing free inoculation with the seed. This great outlay of money



THE DICKINSON EXHIBIT AT THE PANAMA-PACIFIC EXPOSITION, SAN FRANCISCO

the railroad yard for over 500 cars. The buildings are of fireproof brick and concrete construction, fitted throughout with a sprinkler system. The insurance rate is practically nominal.

Every detail of operation has been carefully studied out so as to reduce manufacturing cost. There are conveying belts, special machinery for cleaning and packing, electric trucks, elevators, everything is provided to take care of a growing business, to fill orders promptly, to make quick shipments. The consequence is a low operating

cost to supply free inoculation to make the seed perform its work better, is service.

The seed-testing laboratory, in charge of skilled analysts, is maintained for the convenience and benefit of the Dickinson customers. This laboratory is one of the largest and best equipped in the country. Its tests are accepted by the scientific world as being accurate and authoritative. This, too, is service.

The advertising department devotes its time to studying the problems of the dealer. It evolves



ONE OF THE ELECTRICALLY LIGHTED TRANSPARENCY CASES IN THE DICKINSON EXHIBIT

ployes are able to do more and better work out there where the air is exhilarating, the grass green, and the general atmosphere one of freedom. Such surroundings as these make work a pleasure.

The Dickinson exhibit at the Panama-Pacific International Exposition at San Francisco is attracting attention among the seed trade and farmers. The space is 25x43 feet, at the northwest corner of block 5, in the Palace of Agriculture. A novel and educational exhibit has been installed. In addition to the usual display of good seeds, there are many "transparency cases," containing photographic views of different farm plants, seeds, farm scenes, and the Dickinson buildings at Chicago, Minneapolis, New York and Buffalo. Some of the cases stand 8 feet high. Photographs are enlarged, transferred to ground glass, hand-painted and put into these electrically lighted cases. The effect is as educational as it is beautiful.

The Jury of Awards has awarded the Dickinson Company a Medal of Honor for "Grass and Agricultural Seeds" (Pine Tree brand alfalfa, red clover, white clover, alsike clover, crimson clover, sweet

clover, timothy, red top, cowpeas, soy beans, lawn grass, orchard grass, Kentucky blue grass, vetch). Other prizes are: Silver Medal for "Alfalfa seed, Ace, Pine Tree and Globe brands with Nod-O-Gen, free of charge;" Bronze Medal for "Forage Crops, Cowpea and Soy Bean seed, 'Pine Tree' brand, with Nod-O-Gen free of charge;" Bronze Medal for "Nod-O-Gen, legume inoculating bacteria, which is sup-

plied free of charge with Dickinson's Ace, Pine Tree and Globe brands of legume seeds;" Bronze Medal for "Warehouses especially adapted for grass and field seed business." The Medal of Honor is the highest award given to any seed exhibit.

When you are at the Fair, don't fail to see this novel exhibit. It's worthy of the house it represents.

tion of this clearing house is a part of the program of reorganization of the trade here, as suggested by the board of directors.

* * *

The Steamer *Captain Thomas Wilson* loaded one of the largest, if not the largest, cargo of grain ever taken out of the Milwaukee port. The cargo was composed of some 292,000 bushels, of which more than 162,000 bushels was oats and about 130,000 bushels was corn. The load was taken on at Elevator E.

* * *

News has reached Milwaukee of important elevator ownership changes. On July 1 it is announced that the Western Elevator Company, which has been operating a string of elevators in Wisconsin, Minnesota and the two Dakotas will liquidate and will be succeeded by the new concern sponsored by V. M. Marsh, of Winona, Minn. The Western Elevator Company was the successor of the old Northern Grain Company, which had its principal offices at New Richmond and Manitowoc and which at one time operated a string of as many as 230 elevators in the Northwest.

* * *

The W. J. Armstrong Company, among the most important hay dealers of the city, report that the hay market is going up slowly but surely. Because of the late Spring, many of the farmers were compelled to buy extra supplies of hay and in some cases are buying hay back from the feed dealers sold earlier in the season. Choice No. 1 timothy hay is in the keenest demand, but there is also an increasing call for the No. 2 hay.

NEWS LETTERS

MILWAUKEE

G. O. SKINROOD - CORRESPONDENT

CHIEF Inspector A. A. Breed of the Milwaukee Chamber of Commerce, who has made a long automobile tour through several of the states in the Southwest, has brought back some interesting observations regarding the crop conditions in that part of the United States. Mr. Breed is far more optimistic about corn crop conditions of the country than many members of the Milwaukee Chamber of Commerce had expected.

"When I got into Iowa," said Mr. Breed, "I found the corn fields progressing satisfactorily and most fields practically as far along as they usually are at this time of the year. The chief trouble is in the lowlands and bottomlands, along the streams of Iowa. Of course, these fields were small and backward because the corn had been so badly flooded. Many of these fields had been planted over from one to three times. Some of these areas will have to be abandoned. But this is a difficulty which frequently happens in bottomlands all over the country. The great majority of fields of corn on the uplands were flourishing and fine. The country will have a good corn crop as far as present indications can be taken as a measure of probable yields. The Southwest was much warmer than Milwaukee and, in fact, there was much less complaint of cold, raw, unseasonable Spring and Summer weather down there.

"Going farther southwest to Nebraska, Kansas and adjoining states, the prospects for a big wheat crop were particularly fine. Kansas, too, especially the eastern part of the State which I observed, had some wet wheat fields. Some of these will undoubtedly be troubled with rust. There were also some signs of damage from the Hessian fly here and there, but taking the crop as a whole, it appears to me that the Southwest is going to harvest a magnificent Winter wheat crop. The chief worry of the farmers was that they might not be able to get into their fields at the proper time with their binders because of the wet, soft condition of the soil."

Mr. Breed asserts that the Government report, that all Kansas crops average a condition of only 65 per cent, appears to be a very low estimate, as most of the crops of Kansas and the adjoining states appeared to be flourishing.

* * *

Grain men of the Milwaukee Chamber of Commerce and grain men from other portions of the state, are greatly interested in the provisions of the new grain taxation bill passed by the present Legislature at Madison, Wis. Wisconsin, by enacting this statute, places itself practically in the class with Minnesota, Illinois and other adjoining states in its methods of levying taxes on grain. It will also do away, in a large measure, with the baneful results of the old tax system by which the grain stocks on hand on May 1 of each year—the annual date of assessment of grain and other property—

were taxed as heavily as the general property rate of the state.

The new scheme provided is to the effect that a levy of one-fourth of one mill per bushel will be laid on wheat and flax delivered at the warehouses and the elevators of the state for the fiscal year ending April 30 and an occupational tax of one-eighth of one cent per bushel will also be laid on all other grain delivered to such elevators and warehouses. This reform of the Wisconsin system of taxing grain is considered a long step forward to more equitable taxation of the important grain interests of this state.

* * *

There were numerous reports recently circulated which apparently came from the most authentic sources that the Allies had a grain buyer in Milwaukee for war purposes. Diligent inquiry among some of the most important grain firms of the city failed to reveal any trace of trading for that purpose.

* * *

The Degentsch-Richardson Company, which was started recently in Milwaukee and which will erect a small elevator here, has a capital of some \$60,000. It is composed of the following officers: President, William Degentsch; vice-president, Charles E. Richardson; secretary-treasurer, George Degentsch. This firm promises to be one of the most aggressive and enterprising of the newer companies that have located here. The increasing number of commission firms at the Milwaukee market testifies eloquently to the rapidly growing grain trade of the city.

* * *

The Two Rivers Mercantile Company, of Two Rivers, Wis., is erecting a commodious elevator and warehouse and a large feed mill will be run in connection with this plant.

* * *

Milwaukee grain men are elated at the prospect of the rapid completion promised of the new Northwestern Railroad Elevator here. The ground has been broken at the new site and aggressive work on the project is now assured. Grain men are confident that the first unit of the elevator, with a capacity of some 1,000,000 bushels, will be completed by early Fall, or in time to handle the grain when the bulk of the 1915 crop is being delivered. The plans of the railroad company call ultimately for a plant with a capacity of some 2,500,000 bushels. The elevator is planned in such a way that additional units can be built from time to time as fast as the business offered warrants. Milwaukee grain business has been growing by several millions of bushels annually. Milwaukee grain men are thoroughly confident that the 1915-16 grain trade of the city will outdo all other records, so that there will very soon be an urgent call for the full capacity of the Northwestern Road Elevator.

* * *

Another evidence of progress in the trading of grain at Milwaukee was the recent incorporation of the Chamber of Commerce Clearing House Association by the Secretary of State at Madison. The capital stock is \$10,000 and the incorporators are E. G. Hadden, H. F. Franke, H. H. Petersen, W. A. Hottensen and Joseph Lers. The organiza-

TOLEDO

E. F. BAKER - CORRESPONDENT

PROSPECTS throughout this section have never been more glowing for the farmers and grain men than at this time. Wheat is in fine shape and much of it has already been cut. The quality is splendid and one consignment which came into the local market and was purchased by a Toledo firm had less moisture than the old wheat. This consignment brought the same price as is being paid for old wheat, which is, of course, an extremely unusual happening. Oats also are looking fine throughout this section, although some little change resulted from the recent storm and oats are down in spots. This will not, however, affect the total crop to any noticeable extent.

Owing to the cool weather the corn is backward but outside of the fact that it is not very tall is in good shape and needs only a little hot weather to bring it along finely.

Some new wheat has been making its appearance on the local market and is grading for the most part No. 2. Grain stocks in this section both at the mills and in the hands of farmers have been pretty well cleaned out, and it is generally believed that very little is being held here. Grain receipts here for the past week were: Wheat, 77,000 bushels; corn, 51,600 bushels; oats, 22,400 bushels. Shipments: Wheat, 30,900 bushels; corn, 61,000 bushels; oats, 22,000 bushels.

* * *

Louis O'Connell, head of the Louis O'Connell Hay & Coal Co., of Tiffin, Ohio, was married last week to his chief bookkeeper, Miss Bertha Dutt. Both young people are well known in this section, and the wedding was the social event of the week in Tiffin.

* * *

O. F. Long, of Oklahoma, and P. J. Leithauser, of Defiance, Ohio, have purchased the E. F. Shelly elevator at Sherwood, Ohio, and taken possession. Mr. Shelly will remove to Philadelphia.

* * *

Toledo grain men will be well represented in the mayoralty race in this city this year. A. W. Board-

man, resigned service director, well known in the grain trade of this section, will be a candidate, and W. E. Savage, president of the Imperial Grain & Milling Company, has taken out petitions through his friends, which are now being circulated.

* * *

E. L. Southworth is trying to tempt the finny tribe in Michigan trout streams. While the trout, many of them, are wary old fellows, reports from Mr. Southworth would indicate that he is equal to their wiles and has a long string to attest his prowess as a follower of Ike Walton.

* * *

Banner Perkins, hay dealer of Gilboa, Ohio, has filed three suits against his partner, James B. Gable. One asks appointment of a receiver for the business and dissolution of partnership, one alleges assault and battery, and the third is for alleged slander. Perkins asks \$5,000 damages.

* * *

The Jay Grain Company, of St. Mary's, Ohio, having elevators in several Indiana towns, held its annual meeting at the central offices at St. Mary's recently. Affairs were found in satisfactory condition. An official announcement stated that 500,000 bushels of grain were handled during the year ending June 1, 1915.

* * *

Once again F. O. Paddock will have to enter the fight to hold the rates secured, after long fighting in the courts, about a year ago. The railroads and lake carriers are now asking for a half-cent increase, and a big hearing is now on before a special Commissioner here. The grain dealers, through Mr. Paddock, will fight bitterly for the retention of the concessions secured a year ago.

DULUTH
S. J. SCHULTE - CORRESPONDENT

HOW tight the supply situation is in the old crop wheat has been evidenced in the course of trading on the Duluth market during the past month. At the close on July 8, for example, July wheat at \$1.39, showed an advance of 13 cents a bushel as compared with a month ago, while the new crop futures, each selling at around \$1.05, showed declines of five cents. That is explained in the fact that supplies of wheat in the elevators at the head of the lakes, now standing at approximately 340,000 bushels, are the lowest in several years. There is said to be now less than 75,000 bushels of free wheat on hand in the houses, and holders have been offered liberal premiums for it by Eastern and Minneapolis millers during the last few days. Over 300,000 bushels of Nos. 1 and 2 northern was disposed of by operators here to mills in the southern part of the state during the past ten days, and it is now being sent out.

During the past month, wheat has only been dribbling into the elevators here attributable to the urgent demand and the high premiums paid by Minneapolis millers. Since the beginning of the month, however, operators here have been bidding up for grain in the country to cover contracts, and the amount routed this way has consequently shown improvement. As it is, the amount coming to hand is falling short of requirements, and more fire-works are consequently predicted in the July future before it passes out.

* * *

W. F. Starkey has taken E. M. White's place as floor man with the Randall, Gee & Mitchell Company. W. L. Brislee will also act for that house on the floor of the Duluth Board of Trade.

* * *

Duluth grain men are keeping close tab on the crop situation over the Northwest, several houses having representatives out over the fields making personal inspections. B. V. Loosemore, vice-president of the Quinn-Sheppardson Company, returned

from a run over North and South Dakota and Minnesota this week. He covered more than 2,200 miles by automobile, and says that the outlook for wheat and all grains except barley and corn could not be well improved upon.

* * *

The White Grain Company, a co-partnership between R. M. White and his son, E. M. White, the latest concern to enter the grain trade in Duluth,



R. M. WHITE

has opened offices at No. 208 Board of Trade Building.

Both members of the firm are well known and popular in grain trade circles. The senior partner was for thirteen years associated with the Randall, Gee & Mitchell Company here, for some time as its treasurer and director. Prior to that he was for



E. M. WHITE

two years in charge of the Stone-Ordean-Wells Company's hay and grain department.

E. M. White was also connected with the Randall, Gee & Mitchell Company, having been its floor man on the Board of Trade for eight years. Mr. White, senior, has specialized largely in the hay trade and he has established a wide connection in it. He is a director of the National Hay Association. He will continue to devote special attention to the hay branch and E. M. White will conduct the floor operations for the new house. The firm will act as receivers and forwarders of hay and grain. It is announced that it has taken over the hay warehouse of the Randall, Gee & Mitchell Company, on the water front, and has purchased that house's hay trade interests.

* * *

Elevator men here have been interested in a weighing test carried through this week by F. M. Schutte, the state weighmaster. With a view to determining the exact loss involved in the shipment

of grain over any distance and handling it, the weight of a lot of 50,000 bushels of wheat shipped by the Hallet & Carey Company of Minneapolis to the Consolidated Elevator Company here for forwarding to Eastern millers was tested out. The weight of each of the 39 cars in the shipment was checked separately against the Minneapolis weights. The figures came out at 3,019,320 pounds, or 50,322 bushels. That compared with Minneapolis weights of 3,024,000 pounds, or 50,400 bushels. A difference of 78 bushels in the shipment, or 2 bushels per car, was thus shown. This is regarded as a satisfactory showing, in view of the fact that three samples had previously been taken from each car for inspection and marketing purposes, and making allowances for loss through leakages and shrinkage in transit. These results are said to have been about on a parity with previous tests from interior elevators to Duluth, but this test was the largest single one ever made by the Minnesota State Grain Department.

* * *

Julius H. Barnes, of the Barnes-Ames Company, is in Duluth after a stay of several months in New York, where he conducted the enormous export grain operations of his house. He is chairman of the American Export Committee organized shortly after the war broke out to cope with the exchange and other problems then encountered.

Mr. Barnes is of the opinion that the high prices for wheat recorded last Winter and Spring will not be realized during the present crop year. The sensational upturns, he attributed mainly to excited competitive buying on the part of foreigners, and as he sees it, an entire change in the situation has been brought about through the commission given by the Allies to J. P. Morgan & Co., to buy their entire supplies on common account. In the course of an interview, Mr. Barnes furthermore drew attention to some bearish factors in the grain markets that should not be overlooked. Foremost in these are the present prospects for a large exportable surplus this season, and the probability that Great Britain will have large supplies in view of the special efforts made by her colonies, Canada, Australia and India, to raise foodstuffs this season. To be reckoned with also is the possibility that the Allies will finally succeed in forcing the Dardanelles, thus making available for marketing Russia's big stores of wheat and other grains, which were eliminated as a factor in supplying the world's demands last year.

Taking everything into consideration, however, the Duluth operator is sanguine that profitable prices will prevail for all grains during the next twelve months, as he thinks this country will be again called upon to supply a good proportion of Europe's needs. "After all, growers may have something to say regarding the price problem," he remarked. "In the event of prices becoming unduly depressed at any time, they are likely to hold the grain on their farms for more favorable periods for marketing. Farmers are unlikely to sacrifice their holdings during war time."

CINCINNATI
K. C. CRAIN - CORRESPONDENT

CROPS in the vicinity of Cincinnati have probably suffered recently as heavily as any in Ohio from adverse weather conditions, which have worked much damage both to wheat and corn. June was unusually cold and rainy, following a remarkably wet May, and so far July seems bent on breaking all records in the matter of cold and rainy weather. The severe storm on the evening of July 7, which not only crushed wheat to the ground and flattened growing corn, but destroyed trees and buildings, and killed thirty people in Cincinnati, was the climax of the weather's spite against the farmers, and while it was followed by

several other heavy rains, it is hoped that the worst is over. Prospects for bumper crops, which were bright a month ago all over the state, have been considerably reduced by the weather, but it is still hoped that big crops will be harvested. About the only good thing which can be said for the weird Summer weather so far is that it prevented wheat from ripening as early as would otherwise have been the case, and thus the damage done by the June and early July rains was much less than it might have been.

* * *

Hans Van Nes, of Glendale, a Cincinnati suburb, president of the J. W. Biles Company and of the Libiko Milling Company, died at his home on June 18 at the advanced age of 72 years, after a business career in which he figured prominently in the grain trade, as well as in the publishing business. Some years ago he was one of the largest exporters of distillers' dried grain, being one of the first in the trade. He retained his interest in the grain trade through the concerns with which he was connected, and was a member of the Cincinnati Chamber of Commerce at the time of his death. He was formerly owner and editor of *The Southwest*. Mr. Van Nes was born in Hanover, Germany, but had spent most of his life in this country. He is survived by five daughters and a son, Hans Van Nes, Jr.

* * *

Gov. Frank Willis, of Ohio, took particular pains recently to deny the report that he is opposed to the work of the boys' corn clubs and the annual contests, which have become so popular in Ohio. He addressed the Corn Boys' Reunion at Piqua in very encouraging terms, assuring them of his support and pointing to the fact that when he was in Congress he had himself paid the prize of the boy who grew the most corn on one acre in his district. Entries in the state-wide contest this year are much smaller than last, being only about 1,000, as against 2,800 last year, the failure of the general assembly to make the desired appropriation to keep up the work being held responsible for this unusual lack of interest. However, it is positively stated that the Buckeye Corn Special, on which the winners in the various counties will be taken on a trip to Washington and the East, will be run as usual, in spite of the unpleasant reports of graft last year and other factors. T. P. Riddle will again handle the trip, it is understood, the Ohio State Agricultural Commission being entirely satisfied with his management of previous trips.

* * *

On the complaint of the Gold Camp Mill Company, of Ironton, Ohio, that rates on grain, grain products and hay to Bluefields, W. Va., and other points in the mining district, are out of line with Columbus and Cincinnati rates, the Interstate Commerce Commission took the matter under advisement, and will probably afford relief. The following rates are asked as maxima: Grain, carloads, 10 cents; grain products, 10.5; hay, 14. Rates from Sebring and Leesburg, Ohio, to Norfolk, Va., lower than to intermediate points west, including Bluefields, W. Va., were recently held not justifiable by the Commission, and were readjusted, and this action is taken to indicate that the other complaint will receive similar action.

* * *

The Central Grain & Milling Company, of Columbus, O., is a new concern in the trade at that point, having been incorporated a short time ago with a capital stock of \$10,000. Harvey F. Damm and Frank P. Kienzle are the ones principally interested.

* * *

The American Hay & Grain Company, of Marietta, Ohio, has been organized with a capital stock of \$60,000, by F. L. Alexander, E. E. Finch, N. V. Alexander, C. T. Finch and R. E. Neil.

* * *

An elevator, grain and hay business will be conducted at Sidney, Ohio, by the newly-organized J. E. Wells Company, formed by J. E. Wells, C. E. Wilkinson and others, with a capital stock of \$15,000.

INDIANAPOLIS

F. J. MILLER - CORRESPONDENT

AT THE annual election of the Indianapolis Board of Trade the following officers were chosen: President, George H. Evans, of the Evans Milling Company; vice-president, Dr. James H. Taylor; treasurer, Tom Oddy, of the Bert A. Boyd



GEORGE H. EVANS

Grain Company. These three were elected without opposition.

The following were elected members of the governing committee: Joseph C. Gardner, Frank D.



TOM ODDY

Stalnaker, James E. Pierce, Aquilla Q. Jones, John J. Appel, Adolph J. Meyer, E. M. Elliott, Henry R. Martin, James M. Brafford and Benjamin A. Richardson.

Mr. Evans had been vice-president of the Board of Trade during the fiscal year just closed and had been a member of the Finance Committee, House

Committee, Grain Discount Committee and Railroad and Traffic Committee. For the first term of its organization, two years ago, he served as Chairman of the Railroad and Traffic Committee. He has been a member of the Board of Trade since February, 1896, and has served continuously as a member of the governing board since 1906.

Mr. Oddy, who has been treasurer of the Board and a member of the governing committee continuously since June, 1905, has been connected with the grain business since 1878, when he entered the employ of Fred P. Rush. He is now secretary and treasurer of the Bert A. Boyd Grain Company.

* * *

The report of the secretary of the Board of Trade, William H. Howard, for the fiscal year just closed, showed total receipts of \$120,291.51, including the balance at the beginning of the year, and total expenditures of \$118,966.05. It showed that during the year \$20,000 of the preferred stock of the Board was retired, leaving outstanding at the close of the year \$92,000 of the original issue of \$200,000. During the year four dividends, aggregating 6 per cent, were paid on the common stock. Mortuary benefits to the amount of \$24,010.30 were paid.

* * *

The large three-story grain elevator and flour mill owned and operated by W. D. Springville at Fortville, burned with a loss to building and machinery estimated at \$15,000 to \$20,000. The entire neighborhood was threatened, as a high wind was blowing at the time. The fire started when an employe set a pail of paint on a stove to warm. The oil in the paint caused an explosion and the burning liquid was scattered over the woodwork nearby.

* * *

The Indianapolis Board of Public Safety has awarded a contract to the Indiana Elevator Company to supply the fire department with feed. The company was the lowest of three bidders. Hay will be sold to the city at \$18 a ton and oats at 49½ cents a bushel.

* * *

The Gas City Elevator Company of Gas City, has been incorporated with a capital stock of \$10,000, and the following directors, V. R. Spurgeon, O. Gordon and W. J. Lowe.

* * *

The grain elevator belonging to Sweitzer & Wolfe at Howe, Ind., together with a number of freight cars, was burned when a can of gasoline on the Grand Rapids and Indiana track was set on fire in a freight train collision.

* * *

The Evansville Mill and Elevator Company, of Evansville, has been incorporated with a capital stock of \$10,000. Charles A. Erskine, A. J. Houghton and W. K. Algire are the directors.

KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE torrential rains and floods extending over three weeks—and they are not through yet, at this writing—have been the supreme subject of interest in and around Kansas City, even overshadowing the war. They of course had a direct bearing on the grain market, because thousands of acres of grain land was overflowed, and hundreds of thousands of dollars' damage—far into the millions—was done by the rain and rivers to bridges and fields. Not only were there rains and floods, but unprecedented hail storms. The hail damage was largely met by insurance. It was really an amusing situation that there had been a greater degree of activity among insurance salesmen in the hail business than ever before; and when the losses started, several companies rushed to the farms to settle at a hundred cents on the dollar. The state insurance department had to put on the brakes, lest some of the mutual companies spend all their money before the hail season was over. Despite

the widespread damage, however, the net loss to wheat was a small percentage of the estimated enormous crop in Kansas. Much corn had to be replanted, and many fields had to be turned into something else, so late had the season grown.

The flood danger could not be mastered by insurance—but at Kansas City, where many elevators would be endangered by overflow of the Kaw and the Missouri, another form of insurance had been “taken out.” This was the dikes and revetments, which mercifully held back water that rose as high as in two previous years when losses were tremendous. The water flowed peacefully along between these artificial banks, in many places as much as seven feet above the level of the ground behind them. There was no leak. The Missouri River dikes, protecting especially the lowlands on the Clay County side, and in the East bottoms of Kansas City, Mo., where are several large elevators, were constructed by the Government. The Kaw River dikes, protecting several elevators in Argentine and Kansas City, Kan., were built by a drainage district,

The law fixes a penalty ranging from \$10 to \$500 for the failure of a commission merchant to comply with its provisions. The bill was taken from the New York statute, which has been in effect for many years and is said to be working satisfactorily in that state.

* * *

Scarcely had the court granted the restraining order against Mr. Mohler, asked by W. O. Anderson of Topeka (which would tie up the new license law indefinitely), when S. M. Brewster, attorney general, got busy, too. Some of the commission men had paid their licenses—and Attorney General Brewster saw therein a means of hastening action. He brought mandamus proceedings to compel Secretary Mohler to pay these fees into the state treasury. But Mr. Mohler was already restrained from making the law operative, which meant that he was restrained from paying the fees into the treasury. The attorney general is seeking to cause the advancement of his own mandamus suit to the October term of court; and the supreme court will have to

also started into the grain business with the Christopher firm.

* * *

The Root Grain Company has reorganized, with a capital stock of \$45,000. Articles of incorporation have been filed, with the following incorporators: J. L. Root, D. C. Root, F. L. Ferguson, M. F. Ferguson, Kansas City; Dugald Spence, Hanover, Kan.; George R. Smith, Pratt, Kan.; Samuel C. Groth, Ellsworth, Kan., and E. L. Brown, Chester, Neb. The officers elected are: J. L. Root, president; F. L. Ferguson, secretary treasurer. Directors are: J. L. Root, F. L. Ferguson, M. F. Ferguson, D. C. Root, Samuel C. Groth.

ST. LOUIS
R. O. JOHNSON - CORRESPONDENT

BUSINESS is broadening on the Merchants' Exchange, and the trade generally looks for increased activity in the new crop year. Wheat is selling at a level that permits of speculation on reasonable margins, which was not the case throughout the last crop year, while from the cash grain standpoint, the prospect for a record wheat crop of 963,000,000 bushels should assure unusual activity to actual grain handlers. Should the war continue for another year prices now are at a very attractive level for foreign buyers, and this should mean activity and prosperity to export houses, as American markets are the safest and most convenient for foreign buyers, and the largest percentage of their business should come this way. Several new commission houses have established branches in St. Louis in the last month, and are increasing the activity in the market. Of these Keusch & Schwartz, represented by Wilber Christian; Finley Barrell, represented by A. C. Petri, formerly with Bartlett, Frazier; and Raymond Pynchon & Co., represented by W. C. Hilmer, are the most important. Bartlett, Frazier now is represented by Fred Wallace, formerly with the Security Elevator & Warehouse Company. At present speculative interest centers entirely in the outcome of the July option. With cash wheat selling at \$1.15 to \$1.27 and the July option around \$1.07, either the option must advance materially before the last day of the month, or there has got to be a remarkable adjustment downward of cash prices to the level of futures. Wet weather has delayed the receipts of new wheat to such an extent that arrivals are barely enough to supply the trade, and should rains, which have held up the movement in the face of a record-breaking wheat prospect, continue for the balance of the month, the close of the July option might be the reverse of the May delivery, which went all to pieces when the trade expected an advance. Now the trade, with July wheat nearly 40 cents lower than the recent war market high point, expect the cash market to fall and the July option with it, and seem as cocksure this will happen as they were that May wheat would not break. It will be interesting to see if the July option, with the help of wet weather, will fool the trade with a violent upturn, much the same as the break in May fooled them.

* * *

The Security Elevator at East St. Louis, recently declared irregular by the Merchants' Exchange, while being transferred from the Security Warehouse and Elevator Company to the Security Elevator Company, has again been declared regular. The Mound City Elevator, under the management of the Mound City Elevator and Grain Company, also has been classified as regular.

* * *

Unusual conditions have prevailed in the cash wheat market for this season of the year. The first car of new wheat in St. Louis came from Louisiana, something that had never happened before, and was purchased by Morton & Company for the H. C. Cole Milling Company of Chester, Ill., at \$1.17. Shortly



THE DIKES ALONG THE KAW RIVER

and are mostly surfaced with an apron of concrete.

* * *

The new Kansas law regulating the business of commission merchants in Kansas was to have gone into effect July 1; but it did not. After ineffectual efforts on the part of board of trade men to secure rulings that the law did not apply to boards of trade, a suit was filed, July 1, at Topeka, asking a temporary restraining order against the enforcement of the law. The order was granted, in behalf of W. O. Anderson, a Topeka member, the applicant, and seventy-five other commission men of the state. L. H. Powell, president of the Wichita Board, and J. H. Heppell, president of the Hutchinson Board, had conducted negotiations which made it plain that the suit was necessary. The new law provides for a state license for every commission merchant, and was designed to protect shippers against unscrupulous merchants. It also regulates the sale of hay, live stock, grain and all farm produce. Secretary Mohler of the state board of agriculture is in charge of the administration of the law. Speaking of its provisions, he explained that it defined a commission merchant as any person, firm, exchange, association or corporation which receives, sells or offers for sale any kind of farm produce except where such farm product is sold for consumption and not for resale. The applications for licenses must show what kinds of produce the merchant expects to handle, give full information about the man's business, and furnish satisfactory evidence of the character, responsibility and good faith of the members of the firm. The applicant must give an indemnity bond to the board of agriculture and pay a fee of ten dollars for the license and to guarantee an honest accounting to the shipper.

pass on the constitutionality of the act in connection with the consideration of the mandamus suit. If the supreme court says the fees must be turned over, Attorney General Brewster can then ask that the suit against Mahler and the law in the district court be dismissed.

Another suit similar to that in Shawnee County (Topeka) was brought in Sedgwick County, the grain dealers of Wichita securing a restraining order preventing Mr. Mohler from putting the law into effect.

* * *

Starting with June 15, the new order of things with reference to weighing hay cars went into effect at Kansas City. The Kansas City Hay Dealers' Association had been working on the new method for a long time, and it was with considerable gratification that the announcement of success was made. Heretofore the railroads collected on their own figures and the devious process of filing and prosecuting claims was necessary in case of a car unloading short of the railroad's figures. Now the railroads accept the weights of cars unloaded over the hay association scales as a basis for freight charges through the Western Weighing Association. And the shipper pays freight only on the weight of hay for which he receives pay. Local dealers file bonds to assure payment when cars waiting for unloading weights are released.

* * *

Thomas R. Smith, for 25 years connected with the grain firm of B. C. Christopher & Co., has formed a partnership with his brother, Robert Y. Smith, and have opened a cash grain receiving house under the title of the Smith Bros. Grain Company. They have the first choice of grain offices in the Glover building, which is now nearing completion. Robert Y., who will be the traveling solicitor for the firm,

after the price dropped to \$1.14, when six cars of Missouri wheat, the first on the new crop to arrive from this state, were purchased by the Valier & Spies Milling Company. Sales of the new crop were made later at \$1.20 to \$1.22.

* * *

The St. Louis Merchants' Exchange and the Southwestern Missouri Millers' Club won an important victory in the decisions handed down by the Interstate Commerce Commission in the Missouri Grain Rate case on July 9.

The Commission orders the Chicago & Alton, Missouri Pacific and other railroads concerned to establish on or before September 1 rates on interstate shipments of grain and grain products from interior Missouri points to St. Louis, as are contemporaneously applied on intrastate shipments from the same points of origin.

The Southwestern Missouri Millers' Club contended that its members were placed at a great disadvantage because the railroads compelled them to pay full interstate rates on shipments passing through St. Louis to the East or South, while dealers in St. Louis had their grain shipped from the same points to St. Louis on the lower intrastate rate and paid the intrastate rate only beyond St. Louis. This was declared to make a difference of from two to six cents per 100 pounds, seriously affecting the business of the interior millers.

The interior millers did not complain against the interstate rate as such, but merely against the discrimination in favor of St. Louis. The Merchants' Exchange was permitted to intervene.

In its opinion, which was prepared by Commissioner Meyer, the Commission states that all the parties agree the situation is "intolerable." At the same time, the Commission says, the St. Louis dealers are entitled to the benefit of the lower intrastate rates from interior Missouri points.

All grain-shipping points in Missouri are affected by the Commission's order, which grew out of the decision of the United States Supreme Court in the Missouri rate case. Carrollton, Glasgow, Maryville, Chillicothe, Kirksville, Clinton, Sedalia and Joplin are among the points mentioned in the opinion as typical.

* * *

The Marshall Hall-Waggoner Grain Company was incorporated recently with a capital stock of \$400,000 to succeed the W. L. Green Commission Company. No change will be made in the management of the company, as the Green Company was controlled by the owners of the new company. The Marshall Hall-Waggoner Company holds memberships in the Merchants' Exchange, the Chicago Board of Trade, the New York Produce Exchange and the Wichita Board of Trade. The officers are: Marshall Hall, president; E. L. Waggoner, vice-president; W. J. Ravold, secretary; J. T. Arthur, treasurer; W. T. Brooking, manager export department, and H. H. Savage, traveling representative.

* * *

Members of the Missouri Grain Dealers' Association and Kansas Grain Dealers' Association recently at Joplin, Missouri, adopted resolutions protesting against the action of Attorney General Barker of Missouri in seeking to prevent the St. Louis Merchants' Exchange and the Kansas City Board of Trade from charging 50 cents per car for weighing grain. Roger P. Annan, president of the Merchants' Exchange, declared that the exchange would fight the ousting of the weighing bureau through the courts.

* * *

Reports received by the Martin Mullally Commission Company, Toberman, Mackey & Co., Picker & Beardsley Commission Company, Goffee & Carkner Company, Nanson Commission Company and other houses on the Merchants' Exchange indicate unusually favorable conditions for the Missouri hay crop. Receipts continue to run light and prices have been fairly well maintained despite the crop outlook. The July state crop report indicates a generally favorable condition, although the wet weather has materially delayed the harvesting of wheat in the St. Louis territory.

ASSOCIATIONS

PANHANDLE GRAIN MEN ORGANIZE

Grain dealers of the Panhandle District in Texas have become imbued with the idea of harmony and mutual helpfulness as factors entering into the maintenance of a successful grain business. Over 52 grain men from three Southwestern states voiced this opinion at a meeting and dinner at Amarillo, Texas, held the latter part of June, which witnessed the organization of the Panhandle Grain Dealers' Association.

The meeting was held at the call of the Plains Grain Company, Panhandle Grain Company, Star Mill & Elevator Company, Early Grain Company and G. C. Bishop. The delegates were the guests of the local grain men of Amarillo and, prior to the evening meeting, were taken on a sight-seeing trip through the beautiful residence district of the city as far as the Government Demonstration Farm northwest of the city, where they were shown practical results from intensive farming. Returning to the Harvey House a six-course dinner was served, after which Allen Early called the assemblage to order and outlined the purposes of the meeting. A temporary organization was effected which later

Jericho; Ed. Reeve, Conway; C. R. Slay, Groom; F. H. Smyers, Miami; J. K. Walling, J. L. Walling, Allen Early, and D. D. Dewing, Amarillo; C. R. Hallman, Hereford; J. D. Hunter, Amarillo; E. W. Davidson, Hereford; W. H. Warren, Frisco; Geo. Hamilton, Amarillo; W. P. Dial, Memphis; L. C. McMurtry, Pampa; G. C. Elder, Amarillo; E. S. Blasdel, Amarillo; Grant Hibager, Amarillo; T. F. Connally, Clarendon; L. H. Travis, Rawles; G. C. Bishop, Amarillo; L. F. Lockey, Lubbock; E. G. Chulart, Dalhart; A. E. Whitehead, Slaton; D. E. Tillotson, Groom; F. G. Akins, Clayton, N. M.; W. F. Kuehn, Happy; Wm. Nagle, Texhoma, Okla.; Adolf Mayer, Dallas.

MICHIGAN DEALERS MEET AUGUST 5

The annual meeting of the Michigan Hay and Grain Association will be held at Jackson, Mich., August 5. The Jackson dealers have a considerable reputation for hospitality and they are determined to add to it on this occasion. The officers of the Association are desirous of making this the banner meeting, as there is much of importance to discuss.

KANSAS DEALERS AT HUTCHINSON

About 150 grain dealers of Kansas were entertained on June 16 by the Hutchinson Board of Trade in the annual get-together meeting. Wichita and Kansas City were well represented. The time was spent largely in enjoying the entertainment provided by the hosts, but some excellent discussions were heard and the outing was full of profit as well as pleasure.

NEW INDIANA ASSOCIATION

A number of the prominent grain dealers and millers of Pike, Davis and Martin Counties, Ind., met at Washington, Ind., recently, and organized the Millers' and Grain Dealers' Association, the avowed objects of which are to discuss topics relative to the grain and milling industry and promote friendly relations with the farmers of that territory. Meetings will be held once a month. Officers are, T. T. Spink, Washington, president; Charles A. Kidwell, Washington, secretary.

ILLINOIS MEETINGS WELL ATTENDED

Secretary E. B. Hitchcock of the Illinois Grain Dealers' Association has spent a busy month attending numerous local meetings around the state. On June 23 there was a meeting of 50 Illinois and Indiana grain dealers at Sheldon, Ill. On the 24th President Dewein and 35 others met at Beardstown. The following day 48 Missouri and Illinois dealers had a joint meeting at Quincy, and on June 26 about 15 gathered at Umpleby's office at Pana for a short meeting. These get-together meetings are conducive of much good and it is to be hoped that they will be continued.

President Dewein has named the following committees: Arbitration—H. A. Hillmer, Freeport; R. J. Railsback, Hopedale; George W. Banks, Irene. Executive—E. M. Wayne, Delevan; B. P. Hill, Freeport; E. E. Schultz, Beardstown. Legislative—Lee G. Metcalf, Iliopolis; R. R. Meents, Ashkum; Wm. Murray, Champaign. Resolutions—U. J. Sinclair, Ashland; B. T. Colehower, Long Point; W. H. Holmes, Lincoln. Discount—President Victor Dewein, Warrensburg; R. C. Baldwin, Bloomington; G. A. Turner, St. Louis, Mo.; Secretary E. B. Hitchcock, Champaign. T. E. Hamman, of Milmine, is chairman of the Finance Committee, and F. S. Larison, of El Paso, is chairman of the Claims Committee. A membership campaign is under way and an increase of 100 members is planned for the year. Within the last month 10 new names have been added to the roll.

It is estimated that the wheat acreage of Montana for 1915 will be 25 per cent greater than that of 1914. The probable production will be close to 25,000,000 bushels.

Investigations have been started by M. A. Carlton of Washington, D. C., head of the cereal division in the bureau of plant industry, and Ira D. Cardiff, director of the state experiment department of Washington State College, with a view of locating a government cereal experiment farm in Washington. An appropriation of \$2,500 is available for such a project.

A statement was made by the Minister of Finance of Canada announcing that the Dominion Government had advanced \$8,159,958.25 for the purchase of seed grain for settlers in Saskatchewan and Alberta and to the inhabitants of the drought-stricken districts a sum of \$3,515,000, making a total of \$11,674,958.25.



PRESIDENT TOM F. CONNALLY
Clarendon, Texas.

became permanent, with the following officers: Tom F. Connally, Clarendon, president; T. F. Cobb, Plainview, first vice-president; F. H. Smyers, Miami, second vice-president; Allen Early, Amarillo, secretary; C. R. Slay, Groom; E. S. Blasdel, Amarillo, and J. E. Platon, Texhoma, members of the Executive Committee.

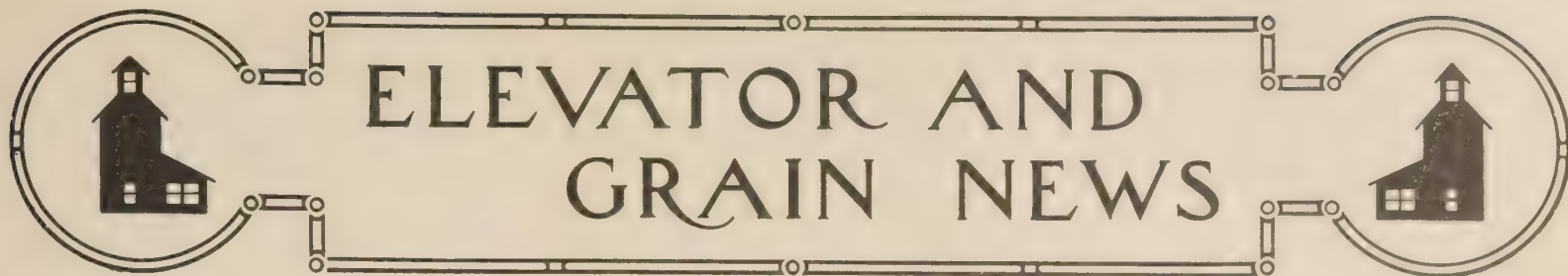
THE NEW PRESIDENT

Tom F. Connally, president of the new organization, claims that his entry into the grain business was accidental. He moved with his family to the Panhandle in 1908 and was so impressed with the fine field of Kaffir, milo, sorghum, cane and corn that he decided to become a grain shipper. He made his first shipment to E. W. Crouch, of McGregor, Texas, who was largely instrumental in Mr. Connally's selection of the grain business, and since that time has handled large amounts of the grain mentioned above as well as wheat during the summer season.

Mr. Connally says: The demand for Kaffir and milo maize has grown so rapidly, especially in the Southern States, that we handle this grain more extensively than any other. Farmers in the cotton growing districts have learned that they can buy Kaffir or milo much cheaper than they can corn and oats, so they have turned their attention largely to this feed."

THE ATTENDANCE

The following dealers helped organize the new association: J. E. Patton, Texhoma; W. J. Jordan, Guyman, Okla.; L. S. Palmer, Tyrone, Okla.; H. L. Kearns, Amarillo; O. F. Smalley, Claude; G. A. Welfman, Farwell; A. H. Lindley, Lamesa; O. C. Sanders, Hale Center; W. K. Dickinson, Lubbock; N. H. Hicks, Canger; W. A. Porter, Kress; J. W. Weeks, Claude; T. F. Cobb, Plainview; E. R. Bryant, Lockney; E. B. Horker, Aiken; H. G. Hinn, Plainview; P. J. Neff, Happy; W. T. Townsend, Happy; J. G. Fisher, Vega; R. R. Travis, Rails; J. O. Bradenbrough, Happy; W. H. Edwards, Floydada; Claude Kinnebrew, Amarillo; O. C. Brown,



ELEVATOR AND GRAIN NEWS

EASTERN

C. A. Pierce is interested in the erection of a grain elevator at Hinsdale, Mass.

Articles of incorporation were recently filed by the I. Figli Company at Irwin, Pa., to deal in grain and flour.

The C. A. Gambrell Manufacturing Company of Baltimore, Md., has just completed the installation of a large Hess Drier for drying wheat to remove garlic.

The A. E. Baxter Engineering Company has received a contract from the Tioga Milling & Elevator Company for the construction of a concrete elevator at Waverly, N. Y.

Plans are being made for the making of numerous improvements on the elevator property of the C. G. & W. St. Ry. Company and the Greencastle Elevator Company at Greencastle, Pa.

The Pennsylvania Railroad Company has decided to double the storage capacity of its elevator at Girard Point, Phila., which has a capacity at the present time of 1,100,000 bushels. If necessary, the firm will install a new drier plant also.

ILLINOIS

The elevator of Bader & Co., at Avon, Ill., has been repaired extensively.

Numerous repairs were made on the Smith-Hippen elevator at Manito, Ill., recently.

A new farmers' elevator company has been formed at Griswold (P. O. Emington), Ill.

C. L. Smith has sold out his grain business at Bloomington, Ill., to the Baldwin Grain Company.

John H. Miller & Son have disposed of their grain business at Granville, Ill., to A. G. Tuckerman.

The business of J. H. Howe at Camargo, Ill., has been disposed of by him to the National Elevator Company.

The Farmers' Elevator Company of Ridge Farm, Ill., has increased its capital stock from \$12,000 to \$35,000.

M. S. Garrett incorporated the Farmers' Grain & Supply Company at Neola, Ill., placing the capital stock at \$10,000.

A new independent elevator company has been formed at Newark, Ill., and is selling stock to the farmers thereabouts.

Morris, Stone & Co., of Mattoon, have purchased the elevator, grain and hay and feed business at Windsor, Ill., from Treat & Co.

Quite a lot of repair work is being done to the McFadden & Co.'s grain elevator at Teheran, Ill., to facilitate the handling of this year's crops.

An elevator of 10,000 bushels' capacity has been constructed by the Monticello Grain Company near Murphy Crossing (Monticello p. o.), Ill., on the interurban road.

Plans have been made for the erection of a grain elevator on the Wabash Railroad half way between Sadorus and Ivesdale, Ill., by John Freeman and Robert Stevens.

E. B. Conover, John McHenry, Sim Fernandes and A. J. Jones are the incorporators of the E. B. Conover Grain Company, which was recently organized at Springfield, Ill., with a capital of \$40,000.

Articles of incorporation were recently filed for the Oswego Farmers' Grain Company at Oswego, Ill., by Myron Wormley, Frank Herren and James Campbell. The capital stock of the firm amounts to \$15,000.

The recently organized Farmers' Elevator Company of Jacksonville, Ill., is going to build an elevator on the Chicago & Alton Railroad. The railroad company is putting in a 750-foot switch for the elevator's use.

C. E. Fletcher, who owns and operates the elevator at Royal, Ill., has purchased ground at Maroa, Ill., on which to erect an elevator. The structure will be located on the Illinois Traction system and will cost about \$12,000.

The storage capacity of the Northwestern Malt & Grain Company's plant at Cragin, Ill., will be increased about July 15 by the completion of eight concrete tanks, built by the Stephens Engineering Company of Chicago. This company was the

builder of the original plant and the total capacity is now 1,500,000 bushels.

The Bement Grain Company is constructing a 2,000-bushel elevator three miles east of Bement, Ill., on the Wabash Railroad. The elevator plant will include elevator proper, fully equipped with office and modern wagon scale, and engine house.

The Farmers' Grain Company at Meyers Station (P. O. Pekin), Ill., has built a new 40,000-bushel elevator near the old elevator. The foundation is of concrete and the structure is equipped with B. S. Constant machinery, a Eureka Cleaner, Fairbanks Scale and overhead wagon scale.

Under the laws of Illinois, the Security Elevator Company has been organized at East St. Louis, Ill., to take over the Security Elevator at that point. The officers of the new company are: President, Fred N. Young; vice-president, Geo. C. Martin, Jr.; secretary and treasurer, A. J. Rogers.

IOWA

Hayden & Miller have disposed of their elevator at Rowley, Iowa.

Ben Pille has purchased F. A. Hermesen's elevator at Maple River, Iowa.

An addition is being erected to the elevator of Fred Nagel at Waukon Iowa.

The Farmers' Elevator Company of Lanesboro, Iowa, has installed a new platform scale.

A new elevator, including seed house and coal sheds, is being constructed at Redding, Iowa.

Stock is being sold in the elevator company, which will erect an elevator at Tama, Iowa.

The Taylor & Patton Company has installed a new engine in its elevator at Boonville, Iowa.

A new elevator is to be constructed at Primghar, Iowa, by the Farmers' Elevator Company.

The Eleanor Elevator at Aplington, Iowa, has been purchased by J. H. Meyer and Ben Bruns.

E. A. Brown has disposed of his elevator at Meriden, Iowa, to the Farmers' Elevator Company.

New belts, cups and a Fairbanks scale have been installed in the farmers' elevator at Remsen, Iowa.

The Garner Farmers' Co-operative Company has installed a new electric motor in its plant at Garner, Iowa.

W. T. Lingle formerly planned to construct an elevator at New Hampton, Iowa, but instead will build it at Leon, Iowa.

The Western Elevator at Early, Iowa, passed into the hands of Will Drury by a transaction which was closed recently.

Additional coal sheds and a hay warehouse are to be built at Morning Sun, Iowa, by the Farmers' Elevator & Supply Company.

G. J. Stewart & Co., of Derby, Iowa, has awarded a contract to the Union Iron Works, of Decatur, Ill., for a corn sheller and cleaner.

The grain firm of Brooks & O'Laughlin at Kalona, Iowa, has been dissolved, L. W. Brooks having sold his interest to Wm. O'Laughlin.

The Union Iron Works, of Decatur, Ill., has received a contract from McKleiven & Eckenberry of Russell, Iowa, for a corn sheller and cleaner.

The West Bend Elevator Company has been incorporated at West Bend, Iowa, by Henry Dunn, W. L. Balgerman, George Jacobs and John P. Merch.

Numerous improvements, including the installation of a new belt and 12-inch cupped leg, have been made on the Farmers' Elevator at Williams, Iowa.

The Farmers' Elevator Company, of Rinard, Ia., has leased the grain house of the Rinard Grain Company. The latter company is in the hands of receivers.

It has been arranged that a farmers' elevator company will be organized at Mapleton, Iowa, for the establishment of a grain elevator and lumber yard there. The capital stock of the company is to be placed at \$25,000.

The elevator at Carnes, Iowa, has been completed. The elevator which formerly belonged to F. Weenink has been moved to the side of the one which belonged to F. M. Slagle & Co., and an addition has been built connecting the two. The new

elevator will be conducted by the Farmers' Co-operative Company.

A 40,000-bushel elevator has been purchased by the Farmers' Elevator Company at Early, Iowa, to be operated in connection with the old one, which has recently been remodeled.

Arrangements have been made by the proprietor of the Cargill Elevator Company of McIntire, Iowa, to have the old office building wrecked and a new one built in its place.

With \$7,500 the net profits of the past two years, the Farmers' Elevator Company of Thor, Iowa, intends to build a new addition to its elevator and construct a new corn crib.

The Burrell Engineering & Construction Company of Chicago, Ill., is rushing the construction of the elevator at Leon, Iowa, to be owned and operated by the Biddison Coal & Grain Company.

At the annual meeting of the Farmers' Coal & Grain Company at Havelock, Iowa, an eight per cent dividend was declared and Fred Hecker elected president, S. H. Gill vice-president, J. C. Obrecht treasurer, and Ed Meredith secretary.

Articles of incorporation have been filed by Floyd Porter, John Graham, Wm. Peters, F. M. Kern, Chas. Higgins and Henry Wiseman for the Magill Elevator Company of Magill, Iowa. The capital stock of the newly organized company is estimated at \$10,000.

The annual meeting of the stockholders of the Hansell Elevator Company at Hansell, Iowa, was held recently and the following officers were elected: President, Charles Harrison; vice-president, T. L. Wolf; secretary, James Hannah; treasurer, Len J. Woody.

SOUTHERN AND SOUTHWESTERN

Tom Keny is erecting a 20,000-bushel elevator at Waketa, Okla.

It is reported that A. H. Hill is building an elevator at Tillman, Okla.

An elevator is being constructed at Newcastle, Texas, by Cosburn & Terrell.

The Taylor Hay & Grain Company of Kansas City is building a grain elevator at Vera, Okla.

A new elevator is to be built at Burkburnett, Texas, by the Wichita Mills & Elevator Company.

The Wheeler Grain Company purchased the elevator at Fay, Okla., recently and is making many improvements on its plant.

Plans have been completed by Huffine & Co., of Kansas City, for the erection of an 8,000-bushel elevator at Frederick, Okla.

An elevator with a capacity of 6,000 bushels is being constructed at Bushyhead, Okla., by the Bushyhead Lumber Company.

On June 15, the new 1,000,000-bushel grain elevator of the Southern Pacific at Galveston, Texas, was turned over by the contractors.

The Ramona Grain & Elevator Company of Ramona, Okla., has leased its elevator property to the Binding Stevens Seed & Grain Company.

J. C. Pierce, W. O. Morrison and L. T. McAttee are the promoters of the enterprise for the establishment of a grain elevator at Paxon, Okla.

The Hamilton Mill & Elevator Company, of Hamilton, Texas, is building additional 50,000-bushel grain storage, mainly for wheat and oats.

The O. L. Jones Mill & Elevator Company, of Nashville, Tenn., has filed an amendment to its charter increasing the capital stock from \$50,000 to \$100,000.

The Hermitage Elevator at Nashville, Tenn., leased from the Nashville Terminal Realty Company by Charles D. Jones & Co., has been taken over by the owners.

John Courter, M. Goodnature, of Enid, and A. J. Peters, of Lahoma, Okla., have incorporated the Lahoma Grain Company of Lahoma, Okla., with a capital stock of \$5,000.

A building permit was issued not long ago, for the erection of a grain elevator and warehouse for the Farmers' Union Agency Company of Winston-Salem, N. C. The building, which will cost approximately \$12,000, will be three stories high, 100x125 feet, of concrete, frame and stucco con-

struction. Railroad sidings will extend along the entire front of the building.

The Town Creek Milling Company of Lenoir City, Tenn., has completed arrangements for the construction of a 25,000-bushel grain storage elevator.

The elevator and corn sheller, formerly the property of the Gulf Coast Marketing Company of Harlingen, Texas, was recently purchased from them by the Harlingen Unit for \$10,000.

A charter has been filed by the Edinburg Grain & Milling Company at Edinburg, Texas, placing the capital stock at \$7,000. The organizers are R. B. Curry, E. Beamer and A. Ledbetter.

Articles of incorporation have been filed by Marion, Cora and Tom P. Donahoe for the Davidson Grain Company, located at Davidson, Okla. The capital stock of the firm is placed at \$5,000.

The Sheppard Elevator Company has elevators at Aline and Cherokee and expects to begin work soon building elevators at Gould and Duke, Okla. The home office of the company is located at Aline, Okla.

The Drennan Grain Company is interested in the rebuilding of the elevator which was recently burned at Vinita, Okla. The new elevator will have a capacity of between 10,000 and 13,000 bushels.

W. B. Redus & Son have made plans for the construction of a grain elevator at Shannon, Miss., with capacity of shelling from 2,500 to 3,000 bushels of corn per day and with a storage capacity of 7,000 bushels.

A charter has been filed with the secretary of the state of Texas, by the Taylor Grain Company of Van Alstyne, Texas. The company, which has a capital stock of \$10,000, was organized by L. Usphrees, Spencer Taylor and G. Taylor.

The concrete elevator at Fort Worth, Texas, which was formerly owned by the Werner Wilkens Grain Company, has passed into the hands of the Dorsey Grain Company, who will operate it as a public storage house in conjunction with its own uses.

The site formerly occupied by the Cordell Flouring Mill at Cordell, Okla., is to be occupied by a frame elevator now in the course of construction, which is to be owned and operated by the Baker Gin & Grain Company of Hobart. The elevator will have a capacity of 8,000 bushels.

The Brownwood Mill & Elevator Company's elevator at Brownwood, Texas, is undergoing numerous repairs. The elevator, which has stood vacant for several years, has been leased by H. H. Sigman & Co. The plant is to be operated by electricity as soon as the needed motors have been installed.

MISSOURI, KANSAS AND NEBRASKA

The elevator of D. O. Neil at Beattie, Kan., has been remodeled at a cost of \$2,000.

J. G. Hawkins has purchased the Farmers' Elevator at Franklin, Neb., from Mr. Rice.

The Hall-Crowell Elevator at Howe, Neb., is to be rebuilt by Bert Roberts of Sabetha, Kan.

Jas. Bell & Son have sold their elevators at Brainard, Neb., to C. H. Aldrich of Lincoln.

The Kelso Grain Company has started the work of erecting an elevator at Monmouth, Kan.

The Derby Grain Company is the new proprietor of the Rock Island Elevator near Norton, Kan.

Jas. Clarke has purchased an elevator at Doniphan, Kan., and will take charge immediately.

The Farmers' Elevator Company of Anthony, Kan., expects to install a side hopper car loader.

The Simon Holt Elevator at Barnes, Kan., has been bought by the Farmers' Union from Mr. Hay.

C. A. Schmidt will install a new automatic scale in his elevator, which is located at Freeport, Kan.

The Farmers' Elevator Company has been organized at Duncan, Neb., with a capital stock of \$25,000.

With a capital of \$10,000, the Co-operative Grain Association was formed at Green, Clay County, Kan.

Capitalized with \$10,000, the Farmers Co-operative Elevator Company was organized at Wilmore, Kan.

An electric motor has been installed in the plant of the Farmers' Union Elevator Company of Centralia, Kan.

Plans have been made by the Farmers' Elevator Company of Prosser, to purchase the local elevator at Kenesaw, Neb.

A new elevator has been started at Hayne, Kan., by W. O. Woods. The capacity of this building will be 15,000 bushels.

A 17,000-bushel elevator of frame construction will be built at Oketo, Kan., by the Farmers' Elevator Company, which is an organization formed by

the conjunction of the Farmers' Unions of Sunrise and Balderson.

The Orleans Equity Exchange of Orleans, Neb., has purchased the Austin Elevator and will now handle grain, coal, etc.

Incorporation papers were taken out by the Farmers' Elevator Company at Platte Center, Neb., capitalized with \$15,000.

The Grain Belt Elevator Company is planning on doubling the capacity of its elevators at Spearville and Bellefont, Kan.

The contract for a new 15,000 bushel grain elevator has recently been awarded by Herring & Cummings, at Blaine, Kan.

Notice has been given of the incorporation of the Shelby Grain Company at Shelby, Neb. The capital stock of the company is placed at \$12,000.

E. A. McGeorge & Son, formerly with the Cass City Grain Company, are the new owners of the Gladwin Elevator Company of Gladwin, Neb.

With an increased capital of \$20,000, the Farmers' Co-operative Elevator at Sylvan Grove, Kan., has been changed to a co-operative association.

The Norris Grain Company expects to operate the new 1,000,000 bushel grain elevator at Kansas City, Mo., built by the Kansas City Southern Railway.

The entire elevator and implement business of Butterfield & Co., at Table Rock, Neb., was purchased recently by the Farmers' Union of that place.

The Farmers' Union at Lillis, Kan., has organized an elevator company with a capital stock of \$10,000. Chas. S. Brady was elected president of the firm.

A deal was recently consummated whereby S. J. Bell of David City, Neb., disposed of his three elevators at David City, Osceola and Yanka, to C. H. Aldrich of Lincoln.

The elevator at Jansen, Kan., formerly owned by the Ellsworth Mill & Elevator Company of Ellsworth, Kan., has been sold by them to the Farmers' Union of Ellsworth.

A contract has been granted the Burrell Engineering & Construction Company of Chicago by the Hugoton Grain Company for the erection of an elevator at Copeland, Kan.

A 40,000 bushel grain elevator is being constructed at Dodge City, Kan., by the Davidson Grain Company, who will remove its headquarters from Macksville to Dodge City.

The Wheatland Elevator Company is preparing to erect a large cement warehouse at Ellis, Kan. The structure will be of reinforced concrete and has a capacity of 100,000 bushels.

Three thousand, five hundred dollars were paid by the Stafford Grain & Supply Company for the grain elevator at Bedford, Kan., a few miles north of Stafford on the Missouri Pacific.

The Holyrood Grain & Supply Company has completed arrangements for the erection of a warehouse and coal sheds and the installation of a new engine in its plant at Holyrood, Kan.

The Wm. Kelly Milling Company of Hutchinson, Kan., has built, in addition to its new mill, a concrete elevator of 150,000 bushels' capacity, including a reinforced concrete working house.

The Midway Co-operative Elevator & Milling Company has filed articles of incorporation at Glenburn, Neb. The incorporators of the firm are O. J. Kulsethmo, F. S. Wood and G. T. Welseth.

Several improvements have been made in the elevator of the Farmers' Elevator Company at Blue Springs, Neb. A cement foundation was built beneath the office and the bridge approach to the structure was removed.

On August 1, work will be started on a new elevator at Bayard, Kan., which will be modern in every detail and have a capacity of 5,000 bushels. The plant is to be owned and operated by W. I. Hammel, E. N. McCormack, W. H. Noble and Floyd McCormack.

Ground at the rear of the Paul W. Light Lumber Company at Liberal, Kan., has been purchased by C. M. Light for the construction of a grain elevator. The structure will have a capacity of 20,000 bushels and will be ready for receiving grain by July 15.

The Farmers' Union of Beattie, Kan., is building a \$10,000 elevator, which will have a capacity of 17,000 bushels, at that place. This elevator, together with D. O. Neil's and A. L. Brunswick's elevators there, will give Beattie a storing capacity of 140,000 bushels.

The St. Joseph Public Elevator Company has filed articles of incorporation at St. Joseph, Mo. This company will operate the 500,000-bushel elevator now being constructed on the South Side in the Swift interests, and is capitalized at \$50,000. The stockholders are Robert E. Hastings, J. L. Frederick and Orestes Mitchell. The elevator will be con-

structed entirely of concrete and consist of 18 cement storage tanks.

If the necessary capital can be raised, the Farmers' Grain & Milling Company of Potter, Neb., expects to erect a 25,000 bushel grain elevator there.

Equipped with modern machinery and with a capacity for 10,000 bushels, the new elevator, owned and operated by the Davey Co-operative Association at Davey, Neb., is ready for operation. It is of cribbed construction, built on a concrete foundation and covered with galvanized steel.

A new company has been formed at Hooper, Neb., to conduct an elevator business under the firm name of the Farmers' Union Co-operative Company. The officers of the new organization, which is incorporated at \$50,000, are: President, John Havekost; vice-president, J. G. Huntman; secretary, Norman Shaffer; treasurer, C. S. Diehl.

OHIO, INDIANA AND MICHIGAN

W. A. Dull has disposed of his elevator at Willshire, Ohio.

The Cruikshank Company has bought the Gallup Elevator at Deshler, Ohio.

Plans are on foot for the establishment of a new grain elevator at Logansport, Ind.

It is generally understood that W. F. Nicolai expects to build an elevator at Hopkins, Mich.

Efforts are being made to interest the farmers and business men of Williston, Ohio, to establish a grain elevator there.

E. F. Shelley of Sherwood, Ohio, has sold his elevator there to O. F. Long of Oklahoma, and P. J. Leithauser of Defiance.

Wm. Barber and D. A. Stuart have disposed of their elevator at Mulliken, Mich., to its former owners, McNaughton & Peabody.

Ray Stafford, of the Stafford Grain Company, is interested in the erection of a 15,000-bushel grain elevator at Walnut Corner, Ind.

C. N. Adlard is in the market for a corn cleaner and 100 feet of 13-inch belting with fifty 6x12 buckets for his new elevator at Piqua, Ohio.

At Fairmount, Ind., the Farmers Grain Company has been organized to operate grain elevators. The capital stock of the firm amounts to \$8,000.

The Central Grain & Milling Company was incorporated at Columbus, Ohio, to conduct a grain business. The capital stock was placed at \$10,000.

The people's Elevator Supply Company of Fremont, Ohio, has closed a deal purchasing the Wolfe Grain Elevator at that point, for \$13,500.

Part interest in the Fostoria Elevator Company of Fostoria, Ohio, has been purchased by the Churchill Grain & Seed Company of Buffalo, N. Y.

The grain elevator and freight house at Dimondale, Mich., which was burned several months ago, is being rebuilt by the Lake Shore Railroad Company.

Plans have been definitely formed for the incorporation of a farmers' elevator company at Keystone, Ind., to take over the operation of the Haller Elevator.

Coy Brothers have disposed of their property to the Jasper Grain Company of Jasper, Mich., the latter company having increased its capital stock to \$20,000.

The Russell-Miller Milling Company of Minneapolis, Minn., has established a warehouse at Terre Haute, Ind., in connection with the Standard Hay & Grain Company.

Articles of incorporation were filed not long ago for the Loudonville Farmers' Equity Exchange Company at Loudonville, Ohio, by C. C. Baldner, capitalized at \$20,000.

Articles of incorporation were filed for the Willshire Grain Company at Rockford, Ohio, by C. S., A. D., L. S., P. M., and M. F. Behmyer, with a capital stock of \$20,000.

The Gas City Elevator Company was recently incorporated at Gas City, Ind., by V. R. Spurgeon, O. Gordon and W. J. Lowe. The capital stock of the firm amounts to \$10,000.

C. A. Erskine, A. J. Houghton and W. K. Algire are the incorporators of the Evansville Mill & Elevator Company at Evansville, Ind. The company will operate grain elevators.

So as to be able to take entire control of the grain and milling business of Gray & Smith, of Wooster, Ohio, the Gray & Smith Milling Company was organized, capitalized at \$100,000.

The Central Grain & Milling Company was organized by Harvey F. Damm, Frank P. Kienzie, Minnie Kienzie, Anna M. Damm and C. J. Damm at Columbus, Ohio. The company's capital stock amounts to \$10,000.

W. H. Black of Decatur, Ill., has purchased the J. A. Cartwright & Co.'s elevator at New Harmony, Ind. This is an oil power elevator with 25,000 bushels small grain storage and about 5,000 bushels

ear corn storage, together with large warehouse, surrounded by good territory.

Articles of incorporation have been filed by the Kirkwood Grain & Supply Company with \$25,000 capital at Kirkwood, Ohio. The organizers of the company are: L. L. Knopp, J. B. Denise, J. E. Wells, Foster Caven and J. B. Lehman.

THE DAKOTAS

The elevator at Bloom (mail Jamestown), N. D., has been repaired extensively.

The Atlas Elevator Company's plant at Ferney, S. D., has recently been repaired.

S. M. Sorenson has sold his elevator at Gardner, N. D., to a number of business men.

O. A. Rudning, formerly of Louisburg, Minn., has purchased an elevator at Peever, S. D.

Six thousand dollars were paid by the Equity Society of Wilmot, S. D., for the Monroe Elevator.

V. W., F. E. and Ernest Steel have bought the Dakota Grain Company's elevator at Nortonville, N. D.

The elevator at Tolley, N. D., which was burned last March, is now being rebuilt by the Farmers' Elevator Company.

The Sullivan Lumber Company has disposed of its elevator at Marion, N. D., to the Fraser-Smith Company for \$4,000.

Improvements, to cost approximately \$2,000, are being made on the R. Clendenning Company's elevator at Wimbledon, N. D.

The advantages of the establishment of a grain elevator at Menoken, N. D., are being discussed by the farmers in the vicinity.

Plans have been completed for the erection of a grain elevator near Inkster, N. D., to be owned and operated by Allan McManus.

Repairs on the elevator and the erection of a new coal shed has recently been completed for the Atlas Elevator Company of Groton, S. D.

Material for the construction of the grain elevator at Winnekoa, N. D., has arrived and work on the building will soon be commenced.

The Ypsilanti Farmers' Elevator Company of Ypsilanti, N. D., has awarded a contract for the erection of an elevator addition to its present plant.

A deal was consummated recently whereby the elevators at Park River, Pisek and Conway, N. D., passed into the hands of the Lubeck Grain Company.

The Montana-Dakota Elevator Company purchased the Farmers' Elevator at Lambert, N. D., not long ago and takes charge of the plant on July 15.

The Farmers' Elevator Company at Spencer, S. D., has torn down the annex to its elevator proper and an additional elevator, similar to the present one, is to be built.

G. B. Martin, formerly director of the Farmers' Co-operative Elevator Company of Knox, N. D., left recently for Benedict, N. D., where he has purchased an elevator.

A contract has recently been let by the Occident Elevator Company for the construction of two elevators at Golva and Ollie, N. D. Each of the buildings will have a capacity of 40,000 bushels.

The St. Anthony & Dakota Elevator Company of Manvel, N. D., is razing its brick office and engine house to make way for the new modern one which is to be constructed in the near future.

The farmers of Linton, N. D., are interested in the plan for the formation of a farmers' elevator company there. The company will be organized with a capital of \$5,000 and will either build or buy an elevator.

The Occident Elevator Company of Glenn Ullin, N. D., has had its office and driveway of the elevator near the N. P. depot torn down preparatory to moving it to the other elevator owned by this company.

The Farmers' Elevator & Mercantile Company was recently incorporated at Underwood, McLean County, N. D., by O. D. Stewart, Chas. Tauer and Herman Flint, all of Underwood. The company is capitalized at \$25,000.

A new and modern elevator is to be built for the Farmers' Elevator Company of Thompson, N. D., the building to have a capacity of 50,000 bushels. The present plant is being wrecked and some of the material used for the new structure.

Articles of incorporation were filed by the Farmers' Elevator Company of Strasburg, N. D. The capital stock of the company, which was organized by Joseph Dillman, Egide Goetz, Stephen Kraft and Andreas Mitzel, amounts to \$15,000.

A charter has been issued for the newly organized corporation, to conduct an elevator business, under the firm name of the Mina Equity Exchange at Mina, S. D., with a capital stock of \$20,000. The incorporators of the company are:

Frank Schwap, J. P. Brokes, Geo. C. King and H. C. Cunningham.

The Farmers' Elevator Company of Faulkton, S. D., has let a contract for the construction of a 25,000-bushel elevator at that place. The president of the newly organized company is Charles Bower and the secretary and treasurer, W. J. Jacobs.

A new elevator company has been formed at Northwood, N. D., to either buy or build a grain elevator. The company will conduct its business as the Northwood Equity Elevator Company. Jos. Williams, P. J. Ostmo, Carl T. Ulberg and others are interested.

The farmers in the vicinity of Valley City, N. D., have decided to form a company to take over the management of the Equity Elevator. The plans of this company are to operate a strictly co-operative elevator and to ship the grain to the farmers' own marketing agency in St. Paul.

Two transactions were recently closed in which the Sharp Elevator Company of Madison, S. D., disposed of its two elevators. The old Rippe Elevator was sold to the Merchants' Elevator Company of Minnesota, and the old Jones Elevator to the German Grain Company of Sioux Falls.

The Hurdfield Milling Company at Hurdfield, N. D., has been reorganized with a capital stock of \$25,000 to do a general grain and milling business. The company has already purchased the Andrews Elevator. The incorporators of the new firm are J. F. McKinney, J. D. Kerr, and A. H. Rice.

WESTERN

E. P. Burdick has bought land on which to erect a large grain elevator at Melrose, N. M.

The Northern Grain Company of Rodna, Wash., has planned the erection of a grain warehouse at that point.

W. L. Walker is building a grain warehouse at Waukon, Wash., which he expects to have completed by August 1.

The Cascade Equity Society of Cascade, Mont., is in the market for plans for the construction of an elevator there.

The Valley Grain & Warehouse Company of Fresno, Cal., has filed a petition for the dissolution of the corporation.

A company, capitalized with \$50,000, is contemplating the erection of an elevator and flour mill on a farm near Eureka, Utah.

The Twin Falls Milling & Elevator Company contemplates the construction of an elevator, with a capacity of 30,000 bushels, at Berger, Idaho.

A large wooden elevator with a capacity of 120,000 bushels of bulk grain is being constructed at Creston, Wash., by the Creston Union Grain Company.

An addition, making the total storage capacity 125,000 bushels, has been erected by the Idaho Falls Milling & Elevator Company of Idaho Falls, Idaho.

Announcement was recently made by a representative of the Imperial Elevator Company that an elevator was to be built at Hinsdale, Mont., at an early date.

The Benchland Co-operative Elevator Company has been incorporated at Helena, Mont., by Wiley Scott, C. L. Cash, F. M. Mitchell, S. H. Cobb and David Morgan.

An elevator for bulk grain is to be constructed at Pullman, Wash., by Bart Armstrong, of Great Falls, Mont. The elevator will be built on the O. W. R. & N. tracks.

Work has been started on the erection of a 25,000 bushel elevator at Melstone, Mont., by Ray Thurston. The elevator is being constructed on the Milwaukee right-of-way.

Application for permission to incorporate has been made by representatives of the Beaverhead Co-operative Elevator Company of Dillon, Mont., with the secretary of state.

Arrangements are being made by the National Co-operative Elevator Company at Lewistown, Mont., for the erection and operation of a chain of elevators by that company.

The Farmers' Milling & Produce Company of Chehalis, Wash., has been organized to engage in the wholesale handling of flour, feed, produce, grain, etc. The Leonard warehouse has been leased by them.

The Empire Grain Company was recently organized at Kennewick, Wash., by R. E. Pratt and F. L. Watson, to conduct a general grain buying business and to operate grain warehouses at Coulee City and Kennewick.

At the annual meeting of the Manning Grain & Warehouse Company at Colfax, Wash., Mr. Manning purchased the entire stock from G. L. Campbell and Walter R. Richardson of Portland. An addition is being planned by him to the warehouse

at Hay, Wash., of 40x120 feet, and a 40x160-foot addition to the company's building at Mockonema.

Arrangements are being formed by the farmers in the vicinity of Baker, Mont., for the organization of a farmers' elevator company at that place.

At a recent meeting of the directors of the Farmers' Co-operative Elevator Company of Wilbaux, Mont., it was decided to wire the company's elevator there for electric lights. Directors were elected for the coming year.

The Whetstone-Turner Warehouse Company, which operates numerous elevators throughout the West, is building a new 200-foot warehouse at Ronan, Wash., to accommodate the grain which the 300-foot warehouse now at that station will not hold.

The Pacific Coast Elevator Company at Endicott, Wash., has built additional store room 40 feet square connecting the two warehouses. The storage capacity of the two warehouses is 65,000 bushels with a handling capacity of about 100,000 sacks in a season.

The Union Warehouse Company has been incorporated at Weiser, Idaho, to operate warehouses, elevator plants, evaporators, packing plants, mills, etc., by S. A. Pennick, Harry Wishart, F. J. Borry, A. H. Morgan and W. O. Turnidge. The capital stock of the firm is \$10,000.

The farmers around Gifford, Idaho, are interested in plans for the location of a warehouse and grain chute to serve the Summit and Gifford sections. It is reported that their plans are backed by the Farmers' Union and that they provide for the erection of an elevator near Agatha, Idaho.

The Union Grain & Elevator Company, which was recently incorporated at Provo, Utah, with capital stock of \$50,000, has started the construction of its new 50,000-bushel elevator at Tintic. The officers of the firm are: President, J. Wm. Knight; vice-president, W. O. Creer; secretary and treasurer, R. E. Allen.

Two hundred and fifty thousand dollars are to be expended by the Western Milling & Elevator Company of Denver, Colorado, for the erection of grain elevators at Ririe, Newdale and Iona, Camas, Roberts, Sterling and Dubois, Idaho. The terminal elevators will be built at Idaho Falls, Idaho, and will include a 500-barrel flouring mill.

MINNESOTA AND WISCONSIN

An elevator is to be erected in the near future at Cleveland, Minn.

Work has been started on the erection of a grain elevator at Winsted, Minn.

Work on the rebuilding of the elevator at Brewster, Minn., is to be started soon.

The Monroe elevator at Brown Valley, Minn., has been purchased by the Equity Society for \$6,000.

The old elevator at Kensington, Minn., is being torn down preparatory to being moved to Hoffman.

The Empire Elevator Company is erecting a new office and engine room addition to its elevator at Renville, Minn.

The Farmers Elevator Company of Magnolia, Minn., decided to raise and enlarge the cupola of the elevator.

The Tracy Farmers' Elevator Company of Tracy, Minn., has let a contract for the erection of a 30,000-bushel elevator.

The site for the new elevator and seed house to be built at Lakefield, Minn., has been chosen by the railroad officials.

The L. B. Spracher Company of Sibley, Iowa, is the new owner of the Jas. N. McRobert elevator at Ellsworth, Minn.

The Van Dusen Elevator at Marshall, Minn., has been disposed of to the Atlas Elevator Company, who took charge on July 1.

The Benson Grain Company has made arrangements for taking over the elevator of the Skewis Grain Company at Currie, Minn.

A concrete gangway is being constructed on the elevator owned and operated by the Atlantic Elevator Company at Lancaster, Minn.

Plans have been made for the construction of a grain elevator in the new town of Goodrich, Minn., by the Atlantic Elevator Company.

The National Elevator Company has recently completed replacing the foundation and general repairs on its elevator at Clarissa, Minn.

The elevator and warehouse business of the Cereal Mills Company at Sparta, Wis., has been purchased by the Cashton Farmers' Warehouse Company.

Enough stock has been disposed of to build the new farmers' elevator at Palmer, Minn. The officers of the recently organized company are: President, R. C. Maloney; vice-president, O. M. Carlson; treasurer, James McGuigan; secretary, J. T. Olson. Palmer is to be organized as a town in August and

There's nothing quite so useful to the grain dealer, for the money invested, as a

HESS OUT-DOOR CONDITIONER

(Patented June 1, 1915)

In times of wet harvests the machine pays for itself in a few days.

It goes on the outer wall of the elevator, therefore requires no room in the house.

The damp or musty grain is run through it, fast or slow, as conditions require, and every pound of that grain gets the benefit of wind and sun.

It sweetens musty grain—cools heating grain—brightens dull grain—removes dust and mold and in every way improves the grain running through.

No additional machinery is required in the house, nor extra power.

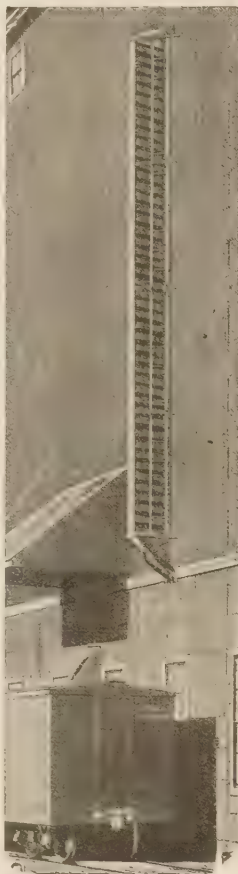
The cost is small—and the cost of operation practically nothing.

Sold on approval—no pay if you're not pleased.

Hess Warming & Ventilating Co.

1210 Tacoma Bldg., CHICAGO

Makers of Hess Grain Driers



is located on the Minneapolis & St. Louis Railroad between Waterville and Waseca.

The Sunwall Brothers, who recently purchased the Amenla Elevator at Hayfield, Minn., have made extensive improvements on the building.

Art. Gillette has disposed of his elevator and grain business at Beardsley and Barry, Minn. A farmers' company purchased the business at Beardsley.

Work has been started on the erection of a 40,000-bushel working house in connection to the elevator of the Cereal Grading Company at Minneapolis, Minn.

The Osceola Mill & Elevator Company has made arrangements for the construction of a modern grain elevator at Osceola, Wis. The old warehouse will be torn down.

The Echo Milling Company of Echo, Minn., has now completed its new corn elevator at the mill. The elevator is built on the most modern plans and has a capacity of 25,000 bushels.

The capacity of elevator "K" of the Sheffield Elevator Company at Minneapolis, Minn., has been increased to 1,000,000 bushels. Concrete tanks with a capacity of 250,000 bushels have been added.

The contract for the erection of the new elevator at Litchfield, Minn., has been let. The contract price was \$7,300 and the new structure will be constructed on the site of the unused Cargill house.

Preparations are being made for the rebuilding of the Monarch elevator at Glyndon, Minn., which burned last April. The building will be of frame and of the same size as the one which was destroyed.

The stockholders of the Holloway Co-operative Farmers' Elevator Company of Holloway, Minn., have decided to build another coal shed, install a man lift and make various other improvements on its building.

It has been reported that the elevator building at Beaver Dam Junction, which has not been used for a number of years, has been sold to James Peachey of Burnett, Wis., by its owners, the E. P. Bacon Company of Milwaukee.

In order to accommodate the increasing business the Spaulding Elevator Company of Warren, Minn., has made plans for the building of a second elevator. The new structure will consist of four large steel storage bins and will have a capacity of 60,000 bushels.

Recently the Minnesota Lake Farmers Elevator Company was incorporated at Minnesota Lake, Minn., to store and deal in grains, etc. The authorized capital stock of the company amounts to \$25,000. L. F. Phillips is president and Robert Beske the treasurer of the firm.

Resolutions were adopted by the stockholders of the Shakopee Farmers Co-operative Elevator Company of Shakopee, Minn., instructing the management to handle flour and feed. The advisability of installing a dump scale and grain cleaner was referred to the board of directors.

It has been decided by the stockholders of the Western Elevator Company, which operates a line of grain elevators in Wisconsin, Minnesota and the Dakotas, with headquarters at New Richmond, Wis., to dissolve. C. M. Morse, the vice-president, will organize a new company at Winona, Minn.

A transaction was recently closed, whereby the Speltz Grain & Coal Company of Albert Lea, Minn., came into possession of five elevators at Ellendale, Clark's Grove, Glenville, Walters and Bricelyn, Minn. The elevators were formerly owned and operated by the Western Elevator Company of Winona, Minn.

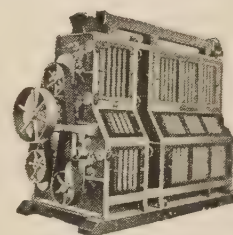
The Farmers Elevator Company of Minnesota Lake, Minn., awarded a contract during the past month for the erection of a 20,000-bushel elevator at the former place. The building, when fully equipped, will have cost about \$5,200, and will be finished by August 15, 1915. The company purchased the Harmon Coal Company's lots and sheds north of the mill and will have the elevator built there.

Anticipating an increased volume of business, the Springfield Milling Company of Springfield, Minn., has planned the erection of a new elevator on the site of its old one. The new grain house will be 36x37x88 feet and will contain sixteen grain bins with a total capacity of between 40,000 and 50,000 bushels. The elevator is to be modern in every particular and will be equipped with new automatic scale, a new separator and conveyors. A new engine house with a new 50-horsepower gasoline engine is also being constructed.

Ever since the inauguration of the Boys' Corn Club the prize has always been won by a Southern boy. The championship for 1914 was no exception to the rule and was awarded to Carl Graves of Soso, Miss., who made the remarkable production of 202 bushels of corn at the low cost of 14.5 cents per bushel.

Makes Good Flour

And Good Money, Too



The "Midget" Marvel Mill

We Can Prove It

Just Ask Us

Anglo-American Mill Co.

INCORPORATED

401 Fourth Street
Owensboro, Ky.

Grinding tests are being conducted by Mr. J. T. Lawler at the San Francisco Exposition in the Palace of Food Products Building, S. E. Corner Court Place with The "Baby Midget", and three "Midgets" on exhibition.

HAY, STRAW AND FEED

Henry Bain has opened a new feed store at Carbondale, Ill.

The Superior Feed Company of Memphis, Tenn., has built an addition, 50x250 feet, to its plant.

Goddard & Jenkins have sold their feed industry at Schenevus, N. Y., to T. B. Lippincott of Center Village.

F. L. Alexander recently incorporated the American Hay & Grain Company at Marietta, Ohio, capitalized with \$6,000.

The hay, feed and grain concern of Degentesch Brothers at Milwaukee, Wis., is succeeded by the Degentesch-Richardson Company.

The stockholders of the Barnum Farmers' Co-operative Company, dealer in feed, flour, etc., at Barnum, Minn., have voted to dissolve.

Work has been almost entirely completed on the building of F. M. Durkee & Son, at Lake Geneva, Wis., in which they will handle a feed business.

Stanley, Harlow, Hamlin, Inc., was organized at Smithfield, Maine, to deal in hay, feed and grain. C. M. Harlow and others were the incorporators.

The new feed company recently organized at Heber Springs, Ark., by L. C. Tyson, R. G. Chandler and Homer Little, has leased the feed store of Carl Spellman at South Heber.

The Thompson Brothers' Feed Company has been incorporated at Chicago, Ill., with capital stock of \$20,000. The organizers of the firm are Thomas O. Thompson, Richard O. Thompson and Arthur A. Levisohn.

CHICAGO HAY MARKET

Albert Miller & Co., Chicago, say in market letter July 12: "Old timothy shows further advance, car choice selling today at \$23. All grades in big demand with higher prices in prospect. If any old tame hay on hand now is the time to load out. New Kansas and Oklahoma prairie wanted. Excellent prices can be secured. Arrivals of alfalfa light, but market still weak. Trade well supplied for another week or ten days. Arrivals of straw very small. Good demand for all kinds rye straw."

NEW HAY FIRM IN CHICAGO

The Chicago Hay Market has a new hay firm, called J. C. Pederson & Co., which recently took over the hay business of E. W. Fisher & Son. Mr. Pederson is one of the best known hay men on the Chicago market, having been associated for the past ten years with E. W. Fisher & Son as the head of their hay department. He has long enjoyed a reputation as an expert on hay grades and values, and in addition has behind him some years' experience as weighmaster in the hay yards of the St. Paul railroad.

The firm has established itself in well equipped offices in the Webster Building, and has a large force of buyers and salesmen, general oversight of all details being retained by the head of the firm.

PROSPECTS FOR ALFALFA HAY

BY C. D. CARLISLE.

For a decade now alfalfa hay has had extraordinary years—years which have witnessed an expansion in production and consumption of the legume that has astonished the agricultural world. The year just closed was the most extraordinary of these years, and the year just opening promises to be even more unusual.

Before going into details as to the present promises for alfalfa in the next year, it is well to review conditions in the market for that hay in the last twelve months. At Kansas City, where I operate and where more alfalfa is handled than in any other market in the world, the receipts of that hay in the crop year between July 1, 1914, and July 1, 1915, aggregated 13,068 cars, more than in any other year in the history of that center. In the preceding crop year the receipts were 9,874 cars, the banner total up to that time. In 1912-13 the Kansas City receipts of alfalfa were 3,942 cars. I give these figures because they are a valuable barometer of the enormous expansion in production and marketing of alfalfa in Kansas City's territory.

Producers obtained remunerative prices for the marketings of the last year, yet the hay was not high on the whole. In fact, I think it is safe to say that alfalfa sold at relatively cheaper prices in the last year, feeding value considered, than any other feed produced in America. The Central

States bought enormous quantities and cities took more and more because dairymen in their vicinities and teaming interests are learning more about the value of alfalfa. The South was only a fair buyer, due to the depression in cotton last fall.

Naturally, both producers and consumers are wondering about receipts in the new year and also about the demand. The receipts depend upon the weather and prospect harvests. The first cutting of alfalfa this year in Kansas, Oklahoma and Nebraska, the three principal non-irrigated alfalfa producers, was damaged considerably by excessive moisture and is of rank growth and poor quality. Much of this hay, as a result, will remain on farms for feeding to stock cattle instead of coming to market. In places in Oklahoma and Kansas the second cutting was also damaged. In Colorado rains interfered with the harvest early, too. There is, however, still a bright outlook for a total production of alfalfa this year equal to that of 1914, if not in excess of last year's harvest. It should be remembered that the alfalfa acreage has been increasing rapidly in Kansas, Nebraska and Oklahoma, as well as in some of the less important growing states. Also, the excessive rains have certainly provided an abundant supply of moisture in the soil. If, with this abundant sub-soil moisture, we have favorable weather the balance of the season, the later cuttings of alfalfa will offset the damage to the first and second crops.

A notable feature of the alfalfa trade in the last year was the increasing demand for the hay from milling interests. Alfalfa millers had a banner year in the crop season just ended. This is reflected by enlargement in the alfalfa meal producing capacity and in the increasing attention the corn trade has given to the alfalfa meal and mixed feed business, for these products have undoubtedly replaced more high-priced corn in the last year than ever before. This is a noteworthy development because it predicts a wider market for alfalfa, offsetting the increasing production in this country from year to year.

In live stock trade circles I find growing optimism, present prices at leading stock yards being high. This promises to stimulate live stock feeding operations and boost the demand for alfalfa. More light on this phase of the alfalfa trade will be available when the country is able to make a more intelligent survey of the situation in corn, which crop has also been affected seriously from the wet weather. If corn continues high, alfalfa will be affected favorably, for there is no feed equal to alfalfa as a substitute for corn.

Alfalfa has had many extraordinary years, and has more of them ahead. It is reasonable now to expect moderate prices on the hay in the next year and, if the supply is up to optimistic expectations, a heavy trade in the aggregate.

GOOD ADVICE ON HAY SHIPMENTS

The Martin Mullally Commission Company of St. Louis, Mo., calls the attention of shippers to need for careful loading of cars in the following:

"In shipping 'new' timothy and clover-mixed hay at this season of the year it is well to press it rather light and in loading it in the car place the bales straight up and down on the ends and obtain as large cars as convenient in order to get in as near the minimum weight as possible without filling the car clear to the roof, in order to allow a circulation of air and help to keep it from heating. Many shippers, shipping new tame hay at this season of the year, do not shut the doors but leave a space of about one foot at each door and cleat the door to keep it stationary and cover the space at each door with a piece of wire cloth in order to

protect the hay from sparks. This helps the hay wonderfully while in transit."

ALFALFA, THE WORLD'S BEST FORAGE PLANT

BY WILBER WARREN.

In 1890 alfalfa hay was not known on the Kansas City market. The writer's first experience was in 1892, or 1893. We had a car of hay consigned to us, which we found we were unable to sell to any dealer, but succeeded in getting a number of wholesale dealers to take a ton or wagon load, agreeing to pay us for it when they had sold it. The people did not know its feeding value, (say, they were like the dairymen are now around Chicago), and preferred old dry prairie hay, or clover. A few men would call for alfalfa, but it was almost ten years later before it had a real market value, and not until about 1907 that we began to realize that alfalfa was a real product and here to stay and be reckoned with in the hay business of the future.

Value has increased as well as volume, the average price from 1907 to 1911 was \$11 per ton track Kansas City. The last four years the average will exceed \$14 per ton.

This hay is shipped to Kansas City from Kansas, Nebraska, Oklahoma and Colorado. Colorado depends on irrigation almost entirely.

The Arkansas River Valley is certainly an alfalfa garden. This same garden extends along this river through Kansas and Oklahoma, but unlike Colorado, Kansas and Oklahoma's garden does not stop at the valley, but spreads out over the hills and plains.

We believe there are but very few sections in Kansas, Oklahoma and Nebraska but will, in a few years, have some alfalfa.

You Profit by Consigning Your

HAY

to

J. C. Pederson & Co.

RECEIVERS AND SHIPPERS

30 Years' Experience in the Chicago Market.

327 So. La Salle St.,

CHICAGO, ILL.

HUFFINE & COMPANY

Wholesale

HAY

and Grain

(Members National and Kansas City Hay Dealers Association)

Established 1888.

Kansas City, Mo.

"Price and Quality Right"

DYER & CO.

Reliable **HAY** Merchants

Write us for delivered prices
on ALFALFA

705 Live Stock Exchange, KANSAS CITY, MO.



Carlisle Commission Co.

(Established 1889)

WHOLESALE HAY AND GRAIN

736-738-746 Live Stock Exchange Building

KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.

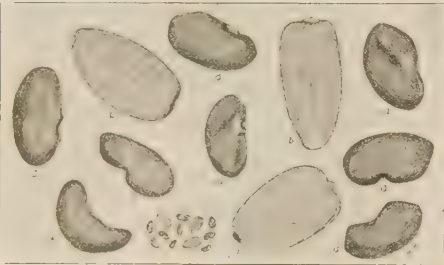
GET OUR DELIVERED PRICES

FIELD SEEDS

THE FARM SEED DANGER

Since the Pure Seed Law went into effect in New York a marked improvement has been found in the quality of seeds offered for sale in that state. But there are still found a great number of adulterated lots of seed, submitted to the Seed Testing Bureau for examination. In 1912 one-fifth of the seeds examined were in violation of the law, in 1913 one-sixth, and in 1914 one-tenth. But even the 10 per cent of impure seed samples does not tell the whole story, for the law protects the purchaser only against foreign seeds, while many of the samples examined were of low quality on account of chaff and dirt. This protects the farmer from weeds but does not allow him to be sure of getting full value for his money.

As a matter of fact "the great majority of the 33 violations of the law," says the Popular Edition of *Bulletin No. 394*, "were really much better seeds, from the farmer's standpoint, than many of those that had to be passed. These violations were due



TURKESTAN ALFALFA SEED INFECTED WITH
RUSSIAN KNAPWEED SEED

to finding in alsike clover seed samples more than three per cent of white clover and timothy seeds—foreign seeds present through growth of the other two forage crops in the fields of alsike. The three kinds of seed are so similar in size, shape and weight that their separation is practically impossible.

"Several of the alfalfa samples were evidently of commercial Turkestan alfalfa, showing by their gray or whitish color the coating of very fine clay which characterizes seeds from that region. This commercial Turkestan alfalfa is not as desirable as American-grown strains of this plant.

"Much of this commercial Turkestan alfalfa seed is now stored in America; and this old seed—somewhat inferior even when fresh—will undoubtedly be placed on the market during the coming season to meet the demand, since the war has stopped the importation of fresh supplies."

Another danger which is feared is the forcing of dodder-infested alfalfa seed. The law allows three per cent of such seed and a much smaller amount might ruin an alfalfa field.

HARD CLOVER SEED AND ITS TREATMENT— IN HULLING

The seed coats of many species of the clover family in nature are hard and practically waterproof, so that frequently the seeds are incapable of readily taking up the water necessary for their germination. As soon, however, as this waterproof coat is broken or becomes permeable the seed takes up water rapidly and usually germinates, producing a strong, healthy seedling. The farmer, of course, wants clover seed which germinates promptly; that which takes an indefinite period is relatively valueless. A large percentage of hand-harvested and hand-hulled clover seed is slow to germinate, pending the change in the seed coat. Commercial red, alsike and white clover seed, however, usually contains only a small proportion of hard and slow-germinating seeds for the reason that the seed coats are commonly altered by scratching or by the severe rubbing which they receive when passing through the hulling machine.

In many localities in the United States, clover is gathered for seed and hulled in various ways, some of which are not conducive to the production of good seed. The U. S. Department of Agriculture Farmers' Bulletin No. 676, *Hard Clover Seed and Its Treatment in Hulling*, tells of the difference between commercial clover seed and that gathered, hulled and cleaned by hand and also the relation of certain other factors to the character and size of the clover seed crop. It was shown by experiments that the hardness of well-matured clover seed is not a varietal characteristic, nor influ-

enced materially by conditions of soil, by seasonal variations, by climatic conditions, or by the time at which the seed is harvested. In testing well-matured red clover seed it was found that hardness was not related to color or size.

In the natural condition it was found that 9-10 of the seeds of these varieties of clover were hard, and their seed coats completely waterproof—at least for a time—but when these seeds passed through the hulling cylinder of the hulling machine, the seed coats were altered. In this machine the hulling cylinder is completely covered with a coarse, steel rasp, and revolves within a concave, which is covered with the same material. The latter is usually set so that there is just room for the seeds to pass between it and the cylinder. Thus the severe rubbing, with the pressing, which the seeds undergo in passing between the hulling cylinder and the concave, not only removes the hulls, but so alters most of the seed coats that they become capable of admitting water. Nearly all of the seeds show no visible indication of this change, but frequently a few seeds out of every hundred are noticeably broken. Some of these broken seeds are not injured except in their power to retain their vitality for a long period of time; others are valueless.

In the comparative tests of the germinative powers of seed hulled by hand and of seed machine-hulled, it was conclusively shown that a great decrease in the proportion of hard seeds is caused by hulling them with a clover huller. Out of every 100 pounds of clover seed that went into the huller, 90 pounds were estimated to be hard-coated seeds of uncertain value. When they came from the huller, from 60 to 70 pounds of these seeds had been transformed into valuable seeds, capable of prompt germination and vigorous growth.

A number of machines have been devised at different times for the purpose of scratching or abrading hard seeds, so that they will germinate readily. The possible effectiveness of the clover huller in bringing about this result has not been seriously considered. The results of investigation in the Department's seed laboratory show that the clover huller in practice really alters a large portion of the hard seeds, so that they will germinate promptly, and it is a question of great interest whether the construction or operation of the types of hulling machines now in use could be so modified as to leave "hard" none of the seeds which they hull.

The Everett B. Clark Seed Company is building an addition to its seed plant at East Jordan, Mich.

THE ILLINOIS SEED CO.
CHICAGO, ILL.

We Buy and Sell

FIELD SEEDS

Ask for Prices.

Mail Samples for Bids.

**Grain and
Seeds**

GRASS SEED FOR SALE

Parties wanting Sudan grass seed, communicate with LUBBOCK GRAIN & COAL CO., Lubbock, Texas.

ALFALFA SEED FOR SALE

Also Millet, Rape Seed, Timothy, Cane, Sweet Clover or anything in the seed line at CAMPBELL'S SEED HOUSE, Dept. C, Seward, Neb.

SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, 100g Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

Southern Seeds

Cow Peas, Velvet Beans, Soy Beans, Sorghum, Kaffir Corn, Feterita, Shalla, Teosinte, Japanese Millet, Peanuts, Burr Clover, Japan Clover, Sudan Grass, Rhodes Grass, Natal and Bermuda Grass, Beardless Barley, Fulghum Oats, Abruzzi Rye.

N. L. WILLET SEED COMPANY, Augusta, Ga.

SHORT TIMOTHY YIELD?

Many advices on timothy indicate a short crop, owing to a poor start. Are present levels too high on this basis? More detailed information on outlook, with price trend of other years, on request. Every facility for executing your investments and hedges in timothy and clover. Inquiries invited.

SOUTHWORTH & COMPANY
TOLEDO, OHIO

**BUYERS
and
SELLERS**

Medium, Alsike,
White, Alfalfa,
Clover, Timothy,
Grasses, etc.

Mail Samples.

Ask for Prices.

Milwaukee Seed Co.
Milwaukee, Wis.



SEEDS

Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
7, 9 and 11 South Main St. SAINT LOUIS

The **ALBERT DICKINSON** COMPANY

GRASS SEEDS FIELD

To Meet Demands Of

PURE SEED LAWS

Chicago

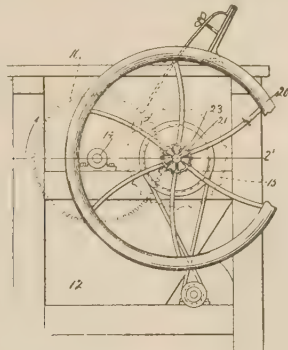
Minneapolis

GRAIN TRADE PATENTS

Bearing Date of June 15, 1915

Corn Sheller.—Clark Graves, Sandwich, Ill., assignor to Sandwich Manufacturing Company, Sandwich, Ill., a corporation of Illinois. Filed March 8, 1915. No. 1,143,186. See cut.

Claim: In a corn sheller, in combination, an internally roughened tapering cup having its walls extended from the smaller end of the cup into the form of a



tubular hub, and a spindle extending through the bore of the hub into the cup chamber and onto which the hub is adjustably held for rotating the cup and forming an adjustable stop limiting the endwise entrance of an ear of corn into the cup.

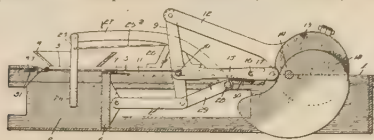
Seal for Railway Car Doors.—Jay W. Ross, Forsyth, Ga. Filed February 6, 1915. No. 1,143,441.

Bearing Date of June 22, 1915

Grain Car Door.—Samuel Manuel, Saltcoats, Saskatchewan, Canada. Filed April 10, 1914. No. 1,143,846.

Hay Press.—James A. Dickel and Lee H. Baker, Ottumwa, Iowa. Filed July 11, 1914. No. 1,143,949. See cut.

Claim: In a press embodying a chamber and a plunger adapted to reciprocate therein, a lever, connecting



means between such lever and plunger, a movable support for the lever and means for actuating the movable support and at the same time rocking the lever.

Bearing Date of June 29, 1915

Fanning Mill.—Dedrick A. Maanum, Benson, Minn. Filed February 7, 1913. No. 1,144,368.

Car Seal.—Harry R. Romberger, Chicago, Ill. Filed September 28, 1914. No. 1,144,792.

EMMER WHEAT

Ranchers who have been experimenting with Emmer wheat claim the new grain will solve the dry farming problem of Colorado and other Western states and turn thousands of acres of arid land into fertile farms.

The wheat, which is apparently a cross between oats and wheat and also contains properties of barley and speltz, was transported to this country from Russia four years ago. The wheat grows to the height of five or six feet and requires a very small amount of water, in fact no moisture but the scant rainfall of those dry regions. In parts of Colorado the yield has reached 100 bushels an acre; the average yield, however, is from sixty to seventy bushels.

The secret of the raising of Emmer wheat to produce record crops is deep tillage. Ground should be plowed at least 15 inches deep in the Fall.

For Sale

[Copy for notices under this head should reach us by the 15th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE

Elevator situated on main line Canadian Pacific Railway at Lethbridge; splendid location. For further information apply R. P. RITHET & CO., LTD., Victoria, B. C., Canada.

ELEVATORS AND MILLS

FOR SALE

An 80,000-bushel 25-bin steel elevator. BAY CITY RICE MILLING CO., Bay City, Texas.

FOR SALE

A 25,000-bushel grain elevator, 22 miles from Minneapolis on C. M. & St. P. Railroad, in the village of Lakeville, Minn. The elevator is in good condition, with hopper and dump scales, also a gasoline engine and ticket office. Will sell cheap. Inquire of J. J. HYNES, Rosemount, Minn.

FOR SALE OR EXCHANGE

Three Ohio elevators for sale or will exchange for improved farms or lands. These elevators are all in first class condition and doing a good business. Capacities, 35,000, 30,000, and 15,000 bushels. Owners are going to retire. McMORRAN BROS., St. Paris, Ohio.

FOR SALE—BRITISH COLUMBIA 300-BARREL MILL.

Modern plant in first-class condition, situated at Enderby, on branch line Canadian Pacific Railway, spur in mill yard. Milling-in-transit privileges. Ample storage capacity. For further information apply R. P. RITHET & CO., LTD., Victoria, B. C., Canada.

FOR SALE

Nebraska elevator of 40,000 bushels' capacity, stone and cement foundation. Ten-horsepower Lauson Gasoline Engine; Barnard & Leas Separator; Richardson Automatic Scale and Howe Wagon Scale. Machinery in first-class condition. Three acres of ground. On main line Union Pacific R. R., in heart of Nebraska's wheat belt. Have other business matters to attend to. Write for particulars to F. A. KIMBROUGH, Shelton, Neb.

MACHINERY

ENGINES FOR SALE

A 50 h. p. Otto Gas Engine. Used 10 days. DAVIDSON & CO., Glasco, Kan.

FOR SALE

Twenty Fairbanks Scale Test Weights, in good condition. Correct seal. D. M. ORCUTT, 2217 Sixth Ave., Council Bluffs, Iowa.

FOR SALE CHEAP

Dickey & Pease Separator in good condition. Want to close it out. For particulars address JOHNSON & FIELD MFG. CO., Racine, Wis.

FOR SALE CHEAP

Three Fairbanks-Morse Engines:—One 20 h.p. \$315; one 25 h.p. gasoline-kerosene, \$365; one 32 h.p., \$395. Other sizes and makes also. BADGER MOTOR CO., Milwaukee, Wis.

FOR SALE CHEAP

Several double cleaners for grain or seed. Want to close at low price. Hundreds in use by grain men to their entire satisfaction. For particulars write JOHNSON & FIELD MFG. CO., Racine, Wis.

GRAIN SCALES FOR SALE

Railroad Track Scale, Fairbanks, nearly new; platform 42 feet 6 inches. Recording Beam. Capacity 140,000 lbs.

Warehouse Floor Scale, Root & Case; platform 6 feet x 8 feet. Single Beam. Capacity 12,000 lbs.

Warehouse Floor Scale, Root & Case; platform 5 feet 4 inches x 6 feet. Single Beam. Capacity 4,000 lbs.

Pratt & Whitney One-Bushel Automatic Wheat Scale.

Pratt & Whitney Half-Bushel Automatic Wheat Scale.

C. H. DEMPWOLF, York, Pa.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 15th of the month to insure insertion in the issue for that month.]

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

HELP WANTED

TRAVELING SALESMAN WANTED

Familiar with flour mill, and feed mill machinery. Write at once to AMERICAN MACHINERY CO., Port Huron, Mich.

BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

Edward P. McKenna

John A. Rodgers

McKENNA & RODGERS COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given
Special Attention

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Orders in Futures
carefully executed

MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

Established 1878. Alton, Illinois

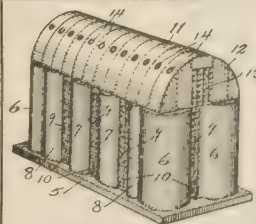
Insurance on Flour Mills and Elevator Properties.

Grain Insurance for short terms a Specialty.

CASH ASSETS - \$548,396.68

G. A. McKINNEY, Sec'y

Western Department: Rollie Watson, Mgr.
402 Sedgwick Bldg. Wichita, Kansas.



This Patent Sold for \$50,000.00

RICHARD J. JACKER

PATENT ATTORNEY

Established 1892

MONADNOCK BLOCK CHICAGO, ILL.

THE SYKES COMPANY

930 West 19th Place, Chicago

MAKERS OF
FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and
Metal Roofing
For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

FIRES—CASUALTIES

Fire burned the James & Hevener elevator at Coates, Minn., on June 17.

The feed store of Elmer Ellis, located at Emmetsburg, Iowa, was damaged by fire recently.

Fire caused a small loss when it slightly damaged the Ellison Grain Elevator Company's plant at Haverhill, Mass.

On July 9 fire of unknown origin destroyed the elevator with its contents of Spellman & Co., at Johnson, Ill.

The A. L. Powers Elevator at Sullivan, Ill., was totally consumed by fire, together with 10,000 bushels of grain.

On July 5, a burning balloon lighted on the Turner-Hudnut grain elevator at Chillicothe, Ill., consuming the entire structure and causing a loss of \$60,000.

A loss of \$40,000 was sustained when fire destroyed the Kolp grain elevator at Fort Worth, Texas, on June 14. It is thought that the blaze was caused by lightning.

Fire of incendiary origin destroyed the elevator at Atlantic, Iowa, on June 28, entailing a loss of about \$30,000. The building was the property of A. A. Mickell and operated by D. H. Duncan.

Sweitzer & Wolfe's grain elevator near La Grange, Ind., was burned by a fire which was caused when a freight engine ran into the gasoline car standing near by. The loss is placed at \$15,000.

The Farmers' Grain Company of Charter Oak, Iowa, lost its hay shed, corn crib, ice house and coal shed by fire recently. The insurance on the buildings had run out a month before and had not been renewed.

Fire, of unknown origin, burned, on June 18, the west elevator at Walnut, Iowa, owned and operated by G. H. Bunton of Atlantic and Mr. Spangler of Walnut. The elevator contained no grain and was fully insured.

The carelessness of an employe caused W. D. Springer, Fortville, Ind., to suffer a loss of from \$15,000 to \$20,000 by fire. The man placed a can of paint on the stove to heat, and the oil in the paint caused an explosion which scattered the burning liquid over the woodwork. The entire three-

story elevator and flouring mill, together with machinery, was consumed.

Fire consumed the new International Elevator and its contents at Scobey, Mont., not long ago. The building was partially insured.

The elevator located at Lee Station, Minn., and owned and operated by the Thief River Falls Elevator Company, was consumed by fire. The blaze was caused by a bolt of lightning. Both the building and its contents were insured.

Fire, starting in the pit of the elevator, spread through the plant of G. L. Meine & Co., at Waynurn (mail Evan), Minn., destroying the elevator and contents, the corn-crib and a carload of shelled corn. The elevator and contents were insured.

A fifteen thousand dollar loss was caused by fire to the farmers' elevator at Hamlet, Ind., on June 23, 1915. The firemen were able to keep the flames from spreading throughout the surrounding buildings. The insurance carried amounted to \$7,400.

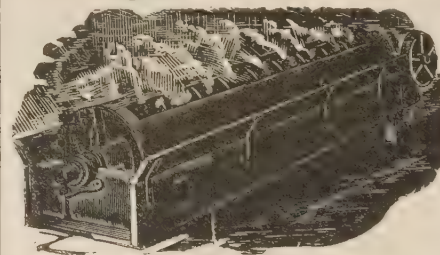
Sparks from a passing locomotive are thought to have caused the fire which completely destroyed the grain elevator belonging to T. B. Hord at Ocone, Neb. There was very little grain stored in the building at the time of the blaze so that the loss of \$3,000 was confined to the structure itself.

On June 26, during an electrical storm, the elevator of the Farmers Elevator Company at

Anamoose, N. D., was struck. The fire, which followed, was not discovered until several hours afterward. After several hours of hard fighting the firemen got the flames under control and only a slight damage was suffered.

The Farmers Co-operative Elevator at Leeds, N. D., on June 26 was struck by a bolt of lightning and was entirely destroyed by the fire which followed. The fire started in the cupola, which was too high for the fire hose to reach. There was not much grain in the building at the time and it is understood that the loss is nearly completely covered by insurance.

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CONTRACT CALLS FOR



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CUTLER
STEAM
DRYER

SOLD BY ALL MILL FURNISHERS

Not an Experiment. In successful use 30 years drying

CORN MEAL, HOMINY,

BREWERS' GRITS AND MEAL,

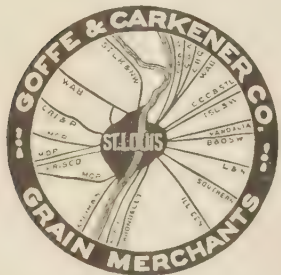
AND ALL CEREAL PRODUCTS.

ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.

Automatic in operation, requiring no attention.

THE CUTLER CO., North Wilbraham, Mass.

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Service Counts

With our wide connections and long experience, we can offer best results on Grain, Hay and Seed Consignments.

Try us for Service.

Goffe & Carkener Co.

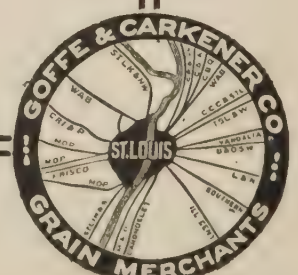
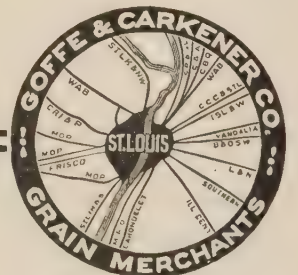
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SEEDS

We Buy

We are always in the market for Alfalfa, Timothy, Red Clover, White Clover, Sweet Clover and Alsike. Send us your samples; we shall be glad to make you bids.

We Sell

We sell all varieties of Grass and Field Seeds, Poultry and Stock Feeds, Popping Corn.

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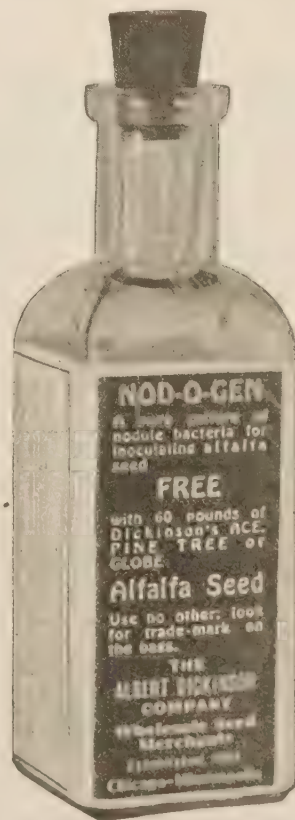
THE ALBERT DICKINSON CO.

SEED MERCHANTS

CHICAGO

ESTABLISHED 1855

MINNEAPOLIS



OBITUARY

George M. Gwynn, a prominent grain dealer, died on July 2 at Tabor, Iowa.

Irwin E. Reed dropped dead recently at Greenville, Pa. Mr. Reed was a flour and feed dealer of Greenville.

Henry B. Lensch of the feed firm of Lensch Brothers of Portland, Ore., passed away at his home recently.

W. W. Canfield, a pioneer wholesale feed and flour merchant and a Civil War veteran, died at his home in Port Huron, Mich.

J. M. Rusk, for ten years assistant grain inspector at Memphis, Tenn., died from apoplexy at his home in Memphis.

S. H. Pitts died at his home at Toronto, Ont., on June 14, following an operation. Mr. Pitts was interested in an elevator at Port Colborne, Ont., and was 54 years old.

Stricken with apoplexy, John M. Warnock died suddenly at his residence in Minneapolis, Minn., on July 4. He was born in Montreal 48 years ago and has been a resident of Minneapolis for 35 years. For a quarter of a century, Mr. Warnock has been connected with the grain firm, Van Dusen-

Harrington Company of Minneapolis, Minn. He is survived by his widow and one daughter.

James S. Russell died after a brief illness of typhoid fever at his home in Baltimore, Md. He was a member of the firm of Trueheart & Russell, flour merchants, and a member of the Baltimore Chamber of Commerce.

One of the surviving veterans of the Civil War, Daniel S. Cobb, died at his home at Philadelphia, Pa., after a six months' illness. He was one of the veterans of the 18th Pennsylvania Volunteer Regiment, which was organized by grain men during the war.

George Lanitz passed away at his home at St. Louis, Mo., aged 75 years. Mr. Lanitz was a member of the Merchants Exchange for the past 50 years. He had formerly been a miller but became interested in the grain business and later was engaged in the real estate business. For a few years previous to his death Mr. Lanitz had practically retired from the business world.

Henry D. Baker, American Commercial Attache at Petrograd, Russia, cabled that Russia's wheat yield per acre will probably be 10 per cent greater this year than last, although the net yield will be smaller, because of the reduction in acreage due to labor shortage and to the war conditions.

BARLEY WEEVIL

An article in a recent issue of the *Brewers' Journal* cites several means of exterminating the barley weevil which at times is a source of much annoyance to maltsters and, if, according to war reports, cargoes of grain are being held until arrival at port finds them in heated condition, there may be an increased number of these pests to combat.

Owing to the nature of barley as a food, one must consider carefully methods of extermination of the weevil. Although not always successful, hot lime containing carbolic acid, chloride of lime, or turpentine, has been used with good results. Sometimes infected grain is redried, although the weevil can withstand 150 degrees F. without apparent harm, and also does not seem greatly affected by the presence of sulphur dioxide generated by burning sulphur.

Fumigation with carbon bisulphide is recommended as efficacious and does not injure the vitality of the grain. This method is accomplished by placing the bisulphide of carbon in a shallow vessel which is laid on top of the grain in an air-tight bin. About one pound of the carbon bisulphide is sufficient for 100 pounds of grain and treatment should be continued for not less than 36 hours. As the fumes are both poisonous and explosive, great care must be used while employing this method.

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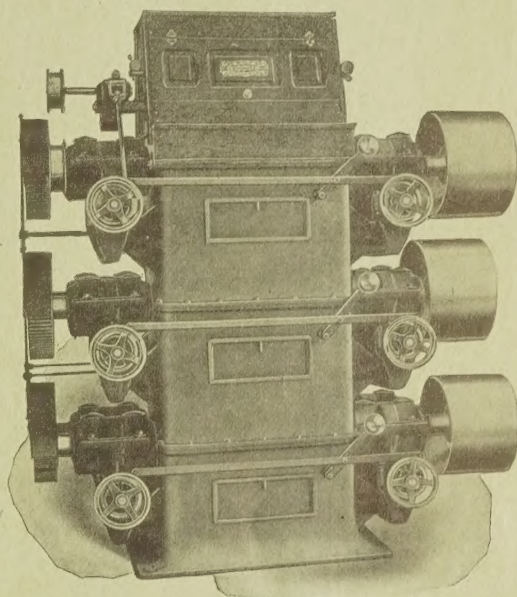
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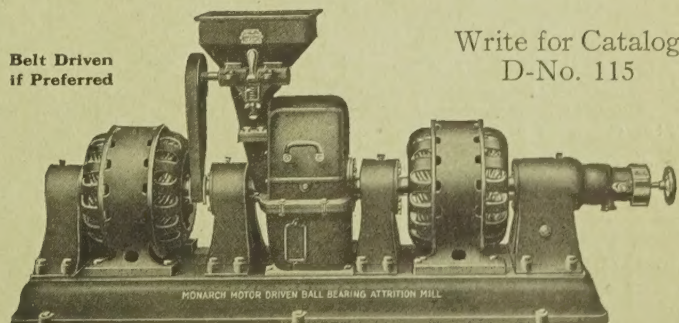
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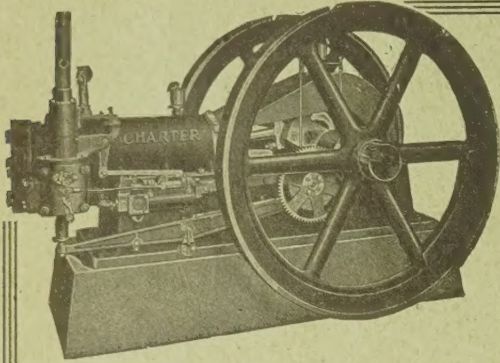
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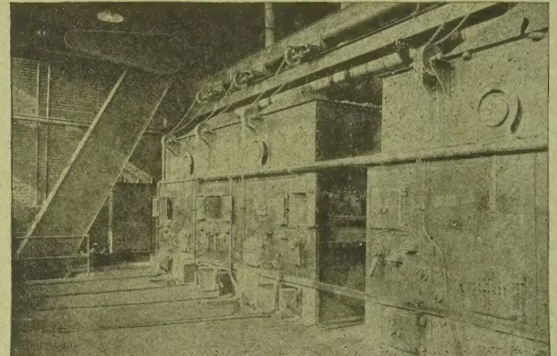
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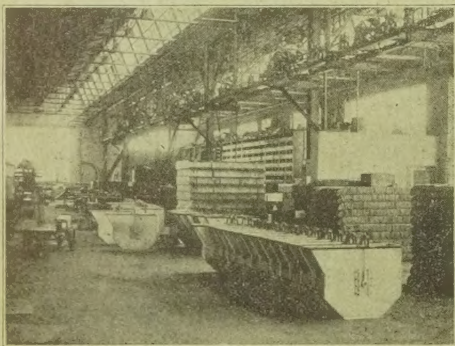
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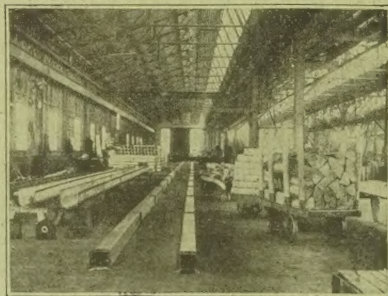
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